

## 2021 results

**Christel BORIES** 

Chair and CEO

24 February 2022

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#### **Contents**

#### Introduction

- 1 Financial performance
- 2 Operational performance
- 3 Strategic transformation

**Conclusion and outlook** 





#### **Delivering on our promises**

### **Strategic**

- Acceleration of repositioning in Mining & Metals
  - Ongoing growth in mining production
  - > Restart of lithium project
  - Divestment of Aubert & Duval<sup>1</sup>

### **Sustainability**

- Significant progress for people and planet
- ESG performance recognised by leading agencies

#### **Financials**

- c. €450m of intrinsic improvement in 2 years
- **► €401m FCF** in 2021
- Ongoing deleveraging<sup>2</sup> <1x end-2021





### 2018 strategic transformation roadmap

**EXPAND** our portfolio FIX / REPOSITION our **GROW** in our attractive in metals for energy least performing assets businesses transition **SLN** Manganese ore Lithium A&D Nickel and cobalt salts Nickel ore (Indonesia) Sandouville Mineral Sands Li-ion battery recycling Erasteel

Digital and managerial transformation delivering agility & performance



## 2021: accelerating our repositioning on Mining & Metals

1

**FIX / REPOSITION** our least performing assets

**GROW** in our attractive businesses

EXPAND our portfolio in metals for energy transition

Divestment of A&D

MoU signed February 2022, closing expected by year-end

Divestment of Sandouville completed Acceleration of ore organic growth

> +75% including Weda Bay<sup>1</sup>

Restart of Lithium project

c. **US\$200m**<sup>1,2,3</sup> EBITDA

IRR of c. 30%

Digital and managerial transformation delivering agility & performance



<sup>&</sup>lt;sup>1</sup> On a 100% production basis

<sup>&</sup>lt;sup>2</sup> Assuming long-term consensus price of US\$ 12,900 CIF per tonne LCE

<sup>&</sup>lt;sup>3</sup> Post ramp up (to be achieved by H2 2025)

# Positioning ourselves as a reference in our industry for sustainability

#### Continued high CSR performance in 2021

> Index 104 (target 100) confirming the positive trend of our CSR Roadmap 2018-2023





#### **Safety**

-46% reduction in number of accidents vs 2020 (TRIR at 2.2 in 2021)





-39% in CO<sub>2</sub> intensity<sup>1</sup>

SR

#### **Diversity**

26% women managers

Validation of the Group's CO<sub>2</sub> emissions reduction target "well below 2°C" by the **SBTi** 

#### **Social Impact**

- A continued support to populations located near our sites in Africa
  - Provided medical care to 22,000 people
  - Improved drinking water access for 13,000 people
  - Enhanced learning conditions for 14,000 students

#### **Biodiversity**

- Rehabilitation Rate 1.32 in 2021, 30% more than the cleared areas
- Validation of the Group's biodiversity commitments by act4nature
- Inauguration of the Lékédi biodiversity foundation





## ESG performance recognised by leading agencies

## 2021 CDP Climate change



- **Score B** (B in 2020)
- Among leading companies in the sector

#### **2021 Vigeo**



Sector rank: 3/44



**ESG OVERALL SCORE** 



#### **2021 Sustainalytics**



Risk rating score improvement 26.2 (vs 38.8 in 2020)

#### **CSR** performance monitoring

Realization of 2 CSR performance self-assessments of our New-Caledonia sites, according to **IRMA** standard





## Strong operational and financial results in 2021





Nickel ore<sup>1</sup>

19.4 **Mwmt** 

(+10.6 Mwmt vs 2020)

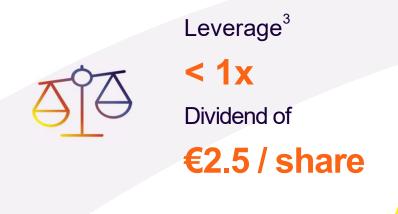
**Manganese ore** 

7 Mt

(+1.2 Mt vs. 2020)

2021 EBITDA<sup>2</sup>
> €1bn

2021 FCF
€401m³ o/w €526m,
excl. discontinued operations



#### **Economic Fundamentals restored**



<sup>&</sup>lt;sup>2</sup> reflecting new Eramet scope, excl. discontinued operations



<sup>3</sup> Net debt / EBITDA



## Outstanding results of the continuing operations

€m	2021 <sup>1</sup>	2020 <sup>1</sup>
Sales	3,668	2,792
EBITDA	1,051	516
% Sales	29%	18%
Current operating income	784	257
% Sales	21%	9%
Net income – Continuing operations	791	(160)
Net income – Discontinued operations	(426)	(516)
Net income – Group share	298	(675)

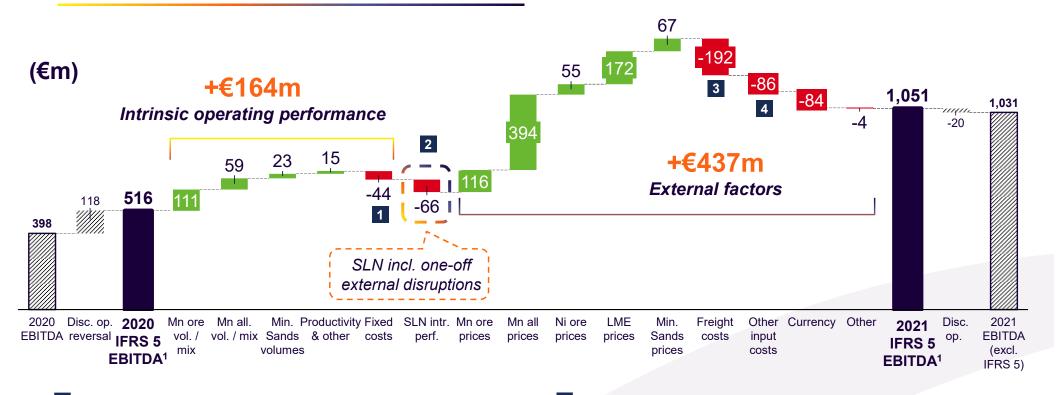
€m	31/12/2021 <sup>1</sup>	31/12/2020 <sup>2</sup>
Net debt	(936)	(1,378)
Shareholders' equity	1,335	958
Leverage (net debt / EBITDA)	0.9	2.7
ROCE (COI / capital employed <sup>3</sup> for previous 12 rolling months)	30%	8%

<sup>&</sup>lt;sup>1</sup> Application of IFRS 5 i.e. excl. A&D, Erasteel and Sandouville

<sup>&</sup>lt;sup>2</sup> Application of IAS8 for the 2020 balance sheet opening

<sup>&</sup>lt;sup>3</sup> Sum of shareholders' equity, net debt, provisions for site rehabilitation, restructuring and other social risks, less financial fixed assets, excluding Weda Bay Nickel capital employed.

## 2021 EBITDA over +€1bn, driven by manganese alloys and intrinsic performance



- Comilog fixed costs, mainly related to staff costs to support organic growth
- Several disruptions (Covid, social and adverse weather conditions) constraining ferronickel production and sales all year
- o/w increase in freight costs at Comilog (-€130m) and SLN (-€57m)
- o/w higher electricity costs² (-€53m) and coke costs (-€24m)

#### EBITDA of continuing operations x2 vs 2020



## **Net income – Group share of €298m**

€m	2021	2020
Sales	3,668	2,792
Current operating income	784	257
Other operating income and expenses 1	95	(233)
Financial result	(111)	(152)
Share in income from associated companies 2	121	79
Pre-tax result	889	(49)
Income tax 3	(98)	(111)
Net income – Continuing operations	791	(160)
Net income – Discontinued operations 4	(426)	(516)
Minority interests' share 5	(67)	1
Net income – Group share	298	(675)

o/w lithium impairment in 2020, reversed in 2021 (€117m), and lithium project costs (-€11m)

Eramet share in Weda Bay 2021 net income (€121m)

o/w current income taxes in Gabon (-€47m), Norway (-€25m) and France (-€23m)

Net loss of discontinued operations (A&D, Erasteel and Sandouville) incl. negative impact of A&D divestment (-€340m)

o/w Comilog SA (€76m) and SLN (-€14m) in 2021

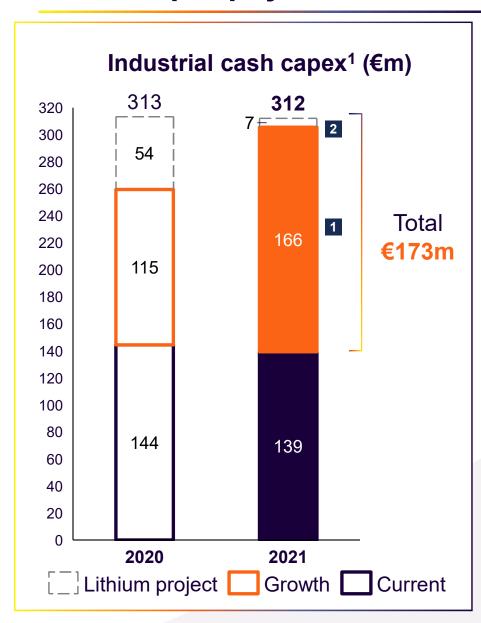


2

## Strict capex monitoring over 2020-2021: limited investments with a rapid pay-back

1

2



100% organic growth with limited risk:

€115m Manganese ore

€36m Transgabonese Renovation programme

Strategic greenfield projects:

Lithium plant construction to be financed by Tsingshan

**2022 Guidance**, incl. discontinued operations:

c. €550m (excl. Lithium capex)

o/w **€300m** current capex and c. **€200m** growth capex in Gabon

2022 current capex in line with our capex requirements

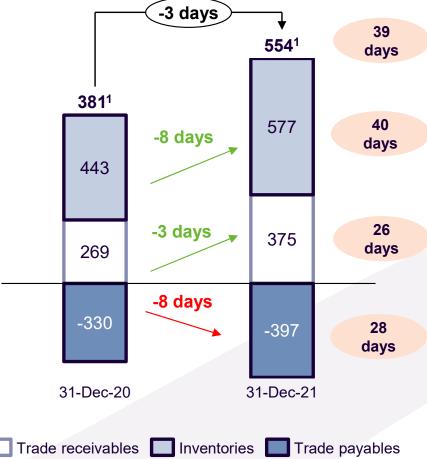


## Improved WCR ratios in days of sales

#### Mining & Metals division operating¹ WCR (€m)

**M&M** division

△21/20: **>** c.-3 days of sales (-8%)



c.**-€161m**¹

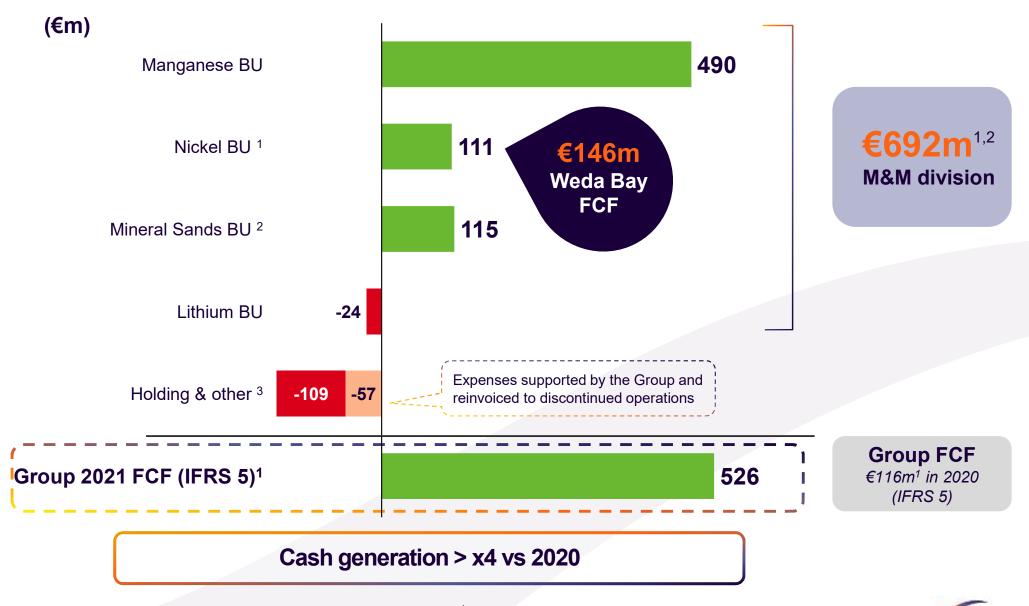
of cash consumption at **Group level** operating WCR in 2021

Reflecting (i) price and activity increases as well as (ii) low operating WCR level at 2020 year-end

Ratios in days of sales



## Strong Free Cash-flow, significant contribution from Weda Bay

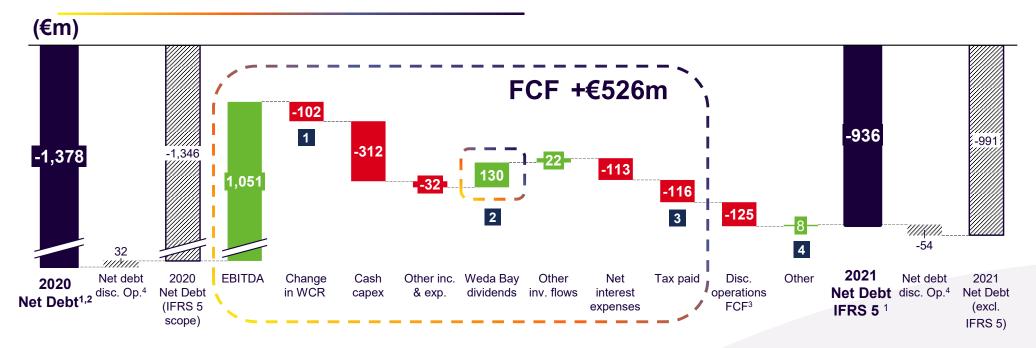


<sup>&</sup>lt;sup>1</sup> Application of IFRS 5 i.e. excl. A&D, Erasteel and Sandouville

<sup>&</sup>lt;sup>2</sup> Excl. TiZir bond interest charge (+€7m in 2021)

<sup>&</sup>lt;sup>3</sup> Incl. EHA and Brown Europe FCF impacts (+€15m) and TiZir Bond interest charge (-€7m) **ECOMET** 

### Robust and deleveraged balance sheet



- o/w change in operating WCR (-€161m), offset by social and fiscal change in WCR (+€59m)
- 2 Dividends received from Weda Bay of €130m, additional €16m cash inflow from trading activity included in M&M operating CF resulting in a total Weda Bay FCF contribution of €146m
- o/w income tax payments related to either remaining 2020 balance or to 2021 mainly related to Comilog (-€52m), Eramet Norway (-€14m)
- o/w Setrag capital increase (+€31m), IFRS 16 impacts (-€10m) and dividends paid to Comilog minority shareholders for FY 2020 (-€7m)

4

1

<sup>&</sup>lt;sup>1</sup> Incl. IFRS 16 non-cash impact

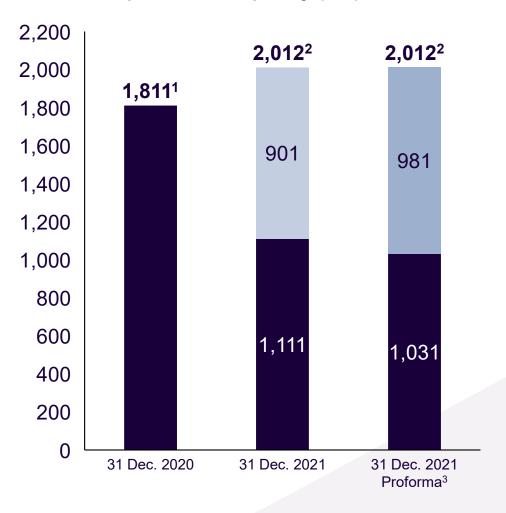
<sup>&</sup>lt;sup>2</sup> In accordance with IAS 8, reported Net Debt was restated on 1 January 2020 for the impact of financial fraud at the Group's head office (-€45m)

<sup>&</sup>lt;sup>3</sup> Discontinued operations' FCF at €182m at stand-alone level (incl. €57m of expenses supported by the Group and reinvoiced to discontinued operations - see "holding & others caption" in previous slide)

<sup>&</sup>lt;sup>4</sup> Corresponding to opening and closing debt associated with discontinued operations

## Strong liquidity at 31 December 2021

#### Group financial liquidity (€m)



#### RCF

- ➤ €981m RCF maturing 2024, drawn down in March 2020 as a precaution following health crisis
- > Repayments:
  - €500m in July 2021
  - **€401m** in December 2021
  - €80m in January 2022
- TiZir Bond entirely repaid in 2021
  - \$240m early repayment and amortisation in July



Undrawn line: RCF Available cash

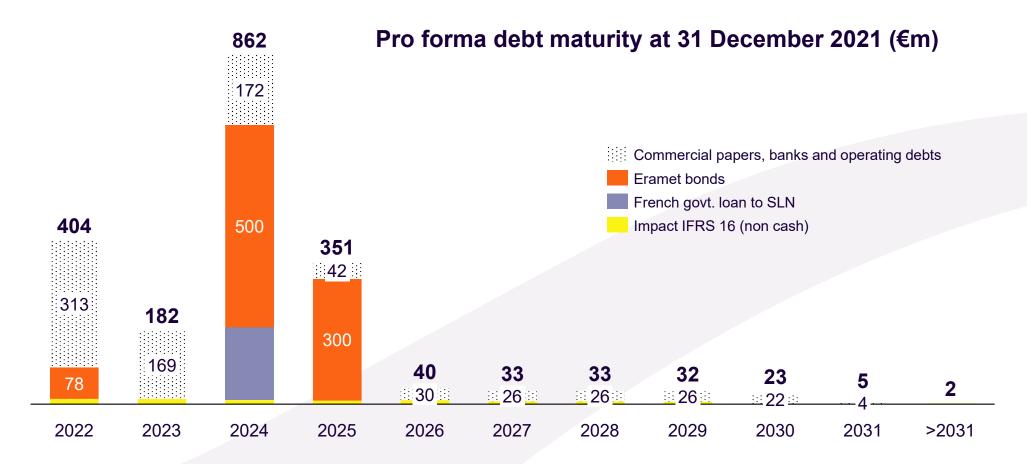
<sup>&</sup>lt;sup>1</sup> In accordance with IAS 8, reported cash was restated on 1 January 2020 for the impact of financial fraud at the Group's head office (-€45m)

<sup>&</sup>lt;sup>2</sup> Application of IFRS 5 i.e. excl. A&D, Erasteel and Sandouville

<sup>&</sup>lt;sup>3</sup> Proforma liquidity, after RCF repayments of €80m in January 2022

## No major debt maturity until 2024

- Pro forma Group gross debt incl. IFRS16 equal to €1,967m at 31 December 2021
- Group's average debt maturity of 2.6 years
- About 80% of debt at a fixed rate





## Cash well allocated, disciplined investment

2021

**Net debt reduction** 

- > Significant deleveraging achieved in 2021
- > Target leverage<sup>1</sup> of < 1x on average through the cycle
- Maintain strong balance sheet to secure financial sustainability through the cycle and maintain flexibility to seize attractive investment opportunities

**€388m**<sup>2</sup>

**Growth Capex** 

- > Disciplined investment policy
- Primary focus on organic growth and "brownfield" projects with very quick payback and attractive returns
- Strategic greenfield projects, possibly through partnership with limited risk

€173m

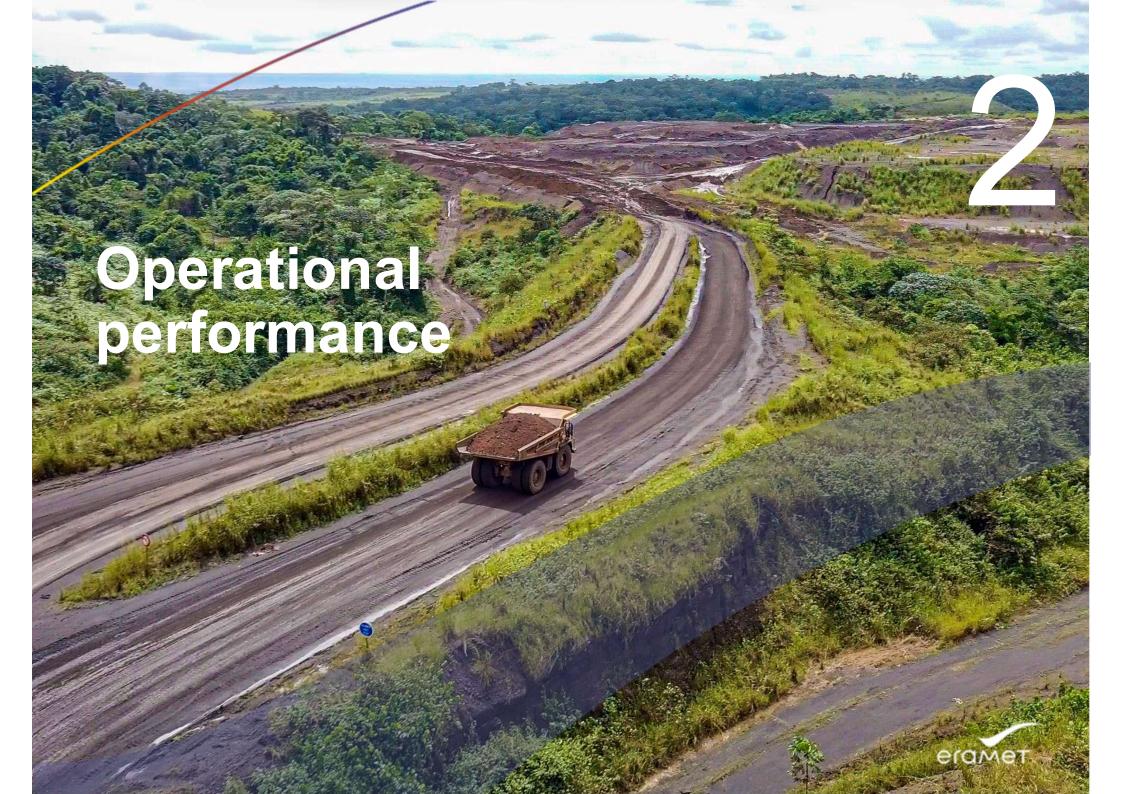
**Dividends** 

> Rewarding our shareholders for their long-term commitment

€2.5/share (to be cashed out in 2022 in respect of 2021)

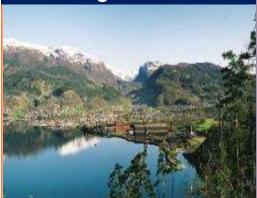
Maintaining cash reserves of ~€500m on average over the cycle





## A year of success: record mining production

#### **Manganese BU**



Strong operational performance in a very favourable manganese alloys price environment

**7 Mt** 

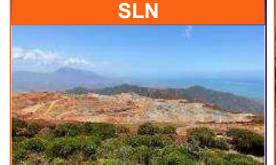
ore produced

747 kt

alloys produced,

o/w 54% refined

#### **Nickel BU**



Continued ramp-up of mines, despite significant disruptions throughout the year

5 Mwmt

ore produced

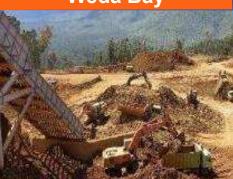
c. 3Mwmt

ore exported

39 kt-Ni

ferronickel produced

#### **Weda Bay**



Fast growth and strong operational performance at Weda Bay

14 Mwmt<sup>1</sup>

ore produced

39 kt-Ni<sup>1</sup>

ferroalloys produced

#### **Mineral Sands BU**



Record production in a favourable price environment

804 kt

mineral sands produced

209 kt

TiO<sub>2</sub> slag produced



### Significantly higher input costs

Higher freight cost weighing on manganese and nickel ore margin

Freight costs include **chartering costs** (based on Routes time charter rate<sup>1</sup>) and transportation **fuel costs** 

**Larger vessels** (Capesize) introduced in Gabon in 2022 to reduce freight costs

Routes rate (\$/day)



More than **+30%** increase in **fuel costs** on both routes vs 2020

2

Higher energy costs, with limited impact on Group's activities in 2021

 SLN exposed to brent market for its own power production

Input prices still at high level in 2022

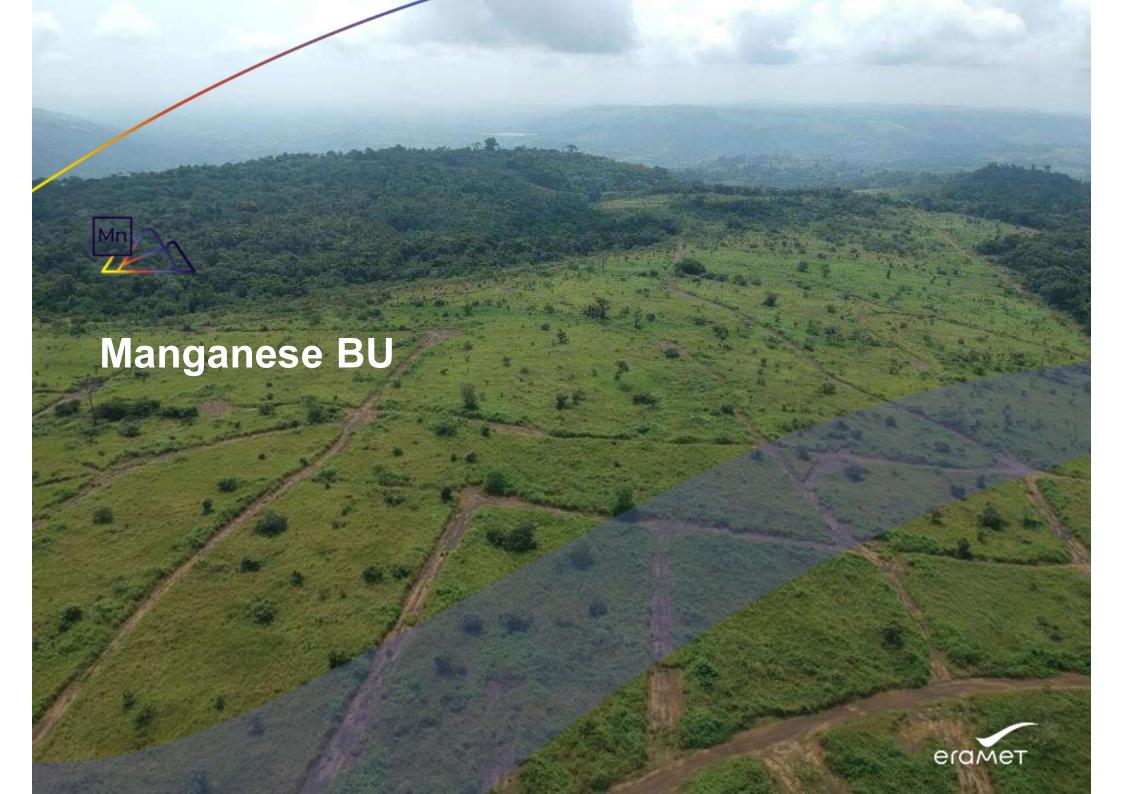
80%

of **power purchases protected** through LT supply agreements, notably in Norway

Coke spot prices | Brent prices | +115% vs 2020 | +64% vs 2020

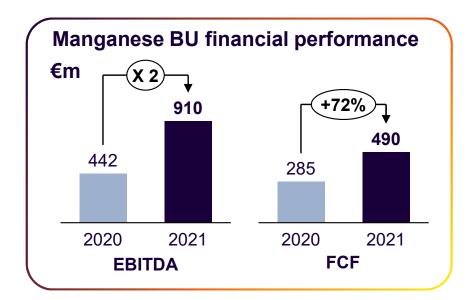
Overall, input costs should continue to affect Eramet in 2022





# Strong operational performance in a very favourable manganese alloys price environment



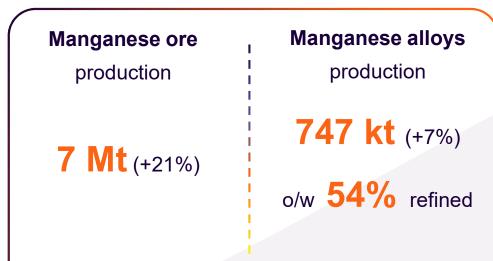


#### **Eramet invoiced refined alloys prices**

(based on MC FeMn CRU index in Europe)

**+38%** in 2021 vs. 2020<sup>1</sup>

+39% in Q4 2021 vs. Q3 2021<sup>2</sup>





Strong uptick trend in Mn alloys prices boosting margins significantly

Eramet selling prices to soften in 2022, albeit higher than 2021 on average



<sup>&</sup>lt;sup>1</sup> 12m Q4 2020-Q3 2021 vs 12m Q4 2019-Q3 2020 CRU index price change

<sup>&</sup>lt;sup>2</sup> CRU index price change, to reflect in Q1 2022 turnover already secured; high selling prices and low material costs (lag of 4 to 6 months for manganese ore purchases)

## Global carbon steel production up, strong price environment

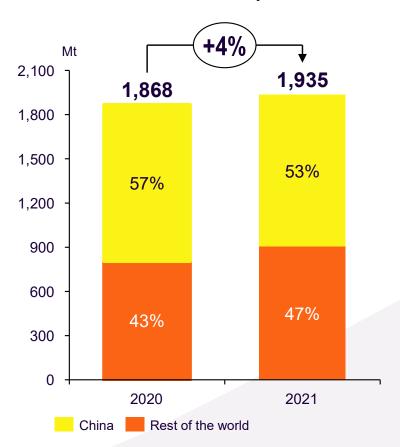
1

Global carbon steel production up together with manganese ore and alloys demand, despite H2 restrictions in China

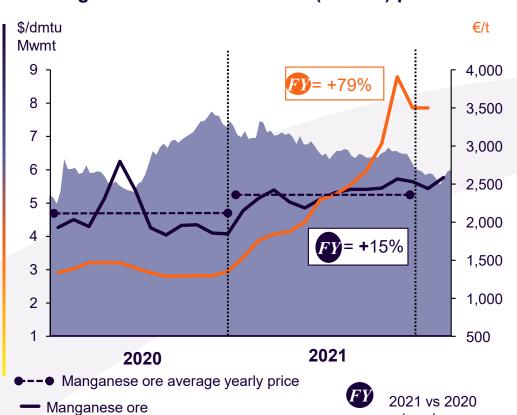
Global ore production up +1.3% resulting in lower inventories

**Strong price environment**: alloys reaching record highs, ore prices also up, driven by higher freight cost

#### Global carbon steel production 1



#### Manganese ore and MC FeMn (refined) prices<sup>1</sup>



<sup>1</sup> Manganese ore: CRU CIF China 44% Medium-carbon FerroMn: CRU Western Europe spot price

Ore inventories in China

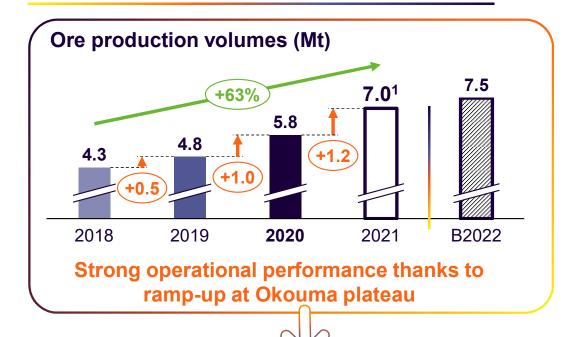
Medium-carbon Ferromanganese (Europe)

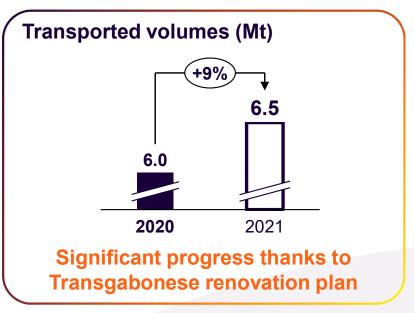


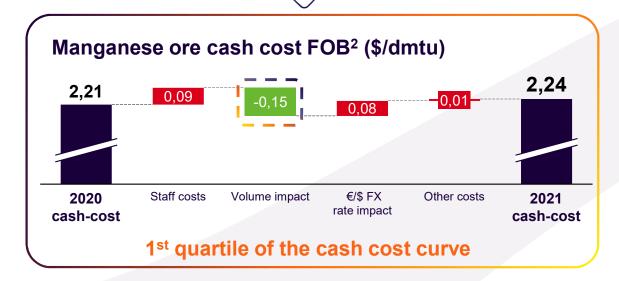
price change

## Moanda: the world's leading high-grade manganese ore mine with a very competitive cash cost







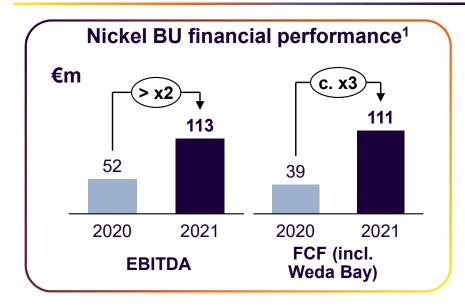








## **Strong Free Cash-flow contribution from Weda Bay**



**Nickel prices** 

+34% NI LME

+32% Ni ore<sup>2</sup>

Weda Bay nickel ore production

14 Mwmt

x 4

**SLN** nickel ore

production

5,4

**Mwmt** 

Weda Bay FCF

€146m

o/w €130m dividend

Well positionned on cash cost curve



## Strong recovery in stainless steel production; strong momentum for nickel prices

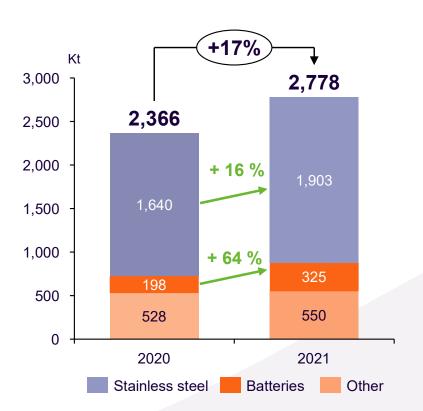


1

Global stainless steel production up + 15 % at 57.7 Mt o/w: China +7% and ROW +26%

Batteries standing for 30% of growth yoy

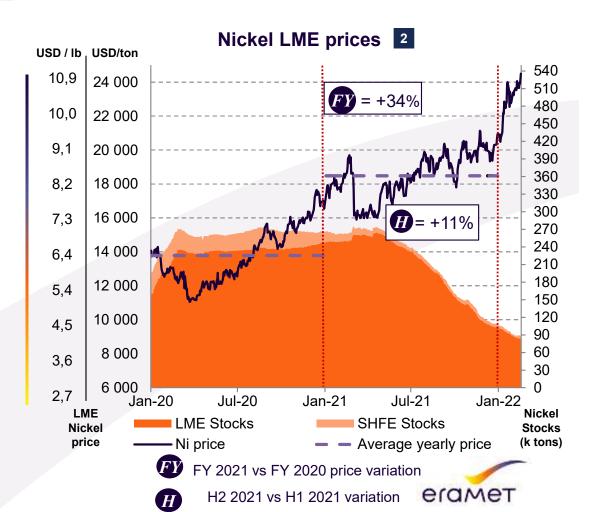
Global primary nickel demand



Record highs for nickel LME prices at \$18,478/t

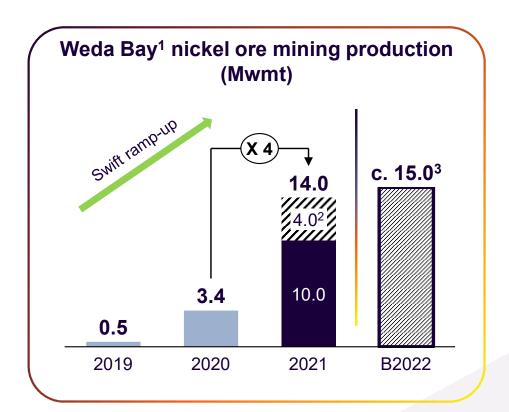
Ferronickel prices up +41%, discounts narrowed down in H2 (8% on average in 2021 vs. LME)

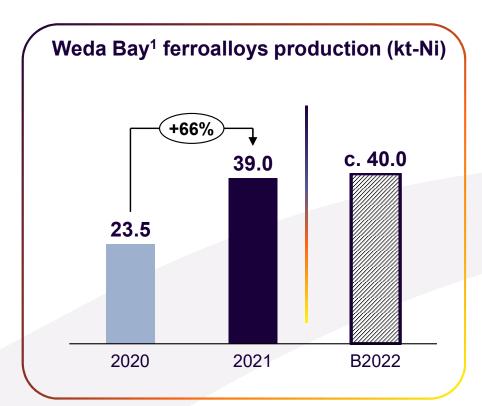
Historical low level of LME and SHFE inventories





## **Excellent growth performance at Weda Bay**





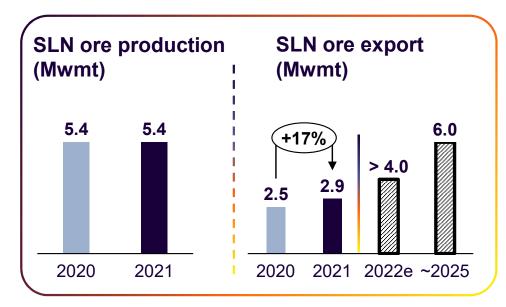
<sup>&</sup>lt;sup>1</sup> On a 100% production basis. Eramet holds a 43% stake in Strand Minerals Pte. Ltd, the holding company which owns 90% of PT Weda Bay Nickel, booked under the equity method and not fully consolidated in the Group's financial statements

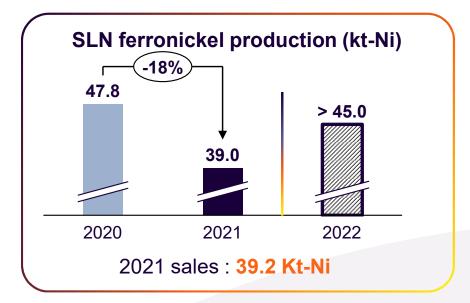


<sup>&</sup>lt;sup>2</sup> Non-recoverable and non-marketable at this stage

## SLN's FCF breakeven at local level despite highly disrupted 2021 production









Major milestone: +2 Mwmt export granted up

to 6 Mwmt/yr

**Next step:** access to competitive power

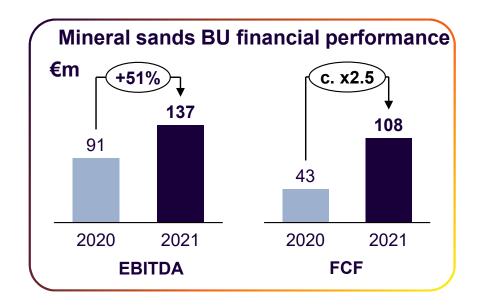
**Higher cash cost at 7\$/lb,** mainly due to very low volumes and higher energy prices





## Strong operational performance in a favourable price environment, partly offset by higher energy costs and FX





Zircon prices
in Europe
+12%

HMC production

804 Kt
(+6%)

Zircon production

64 Kt
(+8%)

TiO<sub>2</sub> Slag production

209 Kt
(+5%)





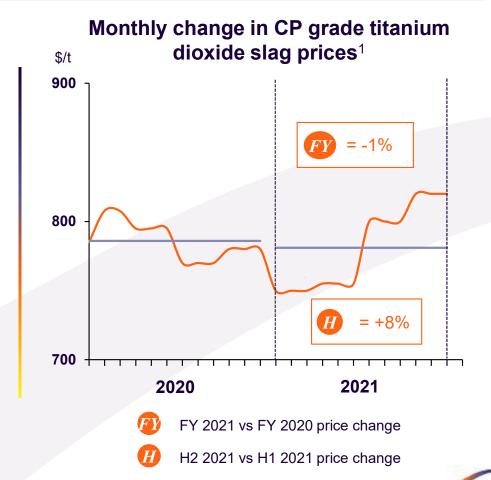
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## Strong global demand for zircon and TiO<sub>2</sub> pigments

**Favourable price environment,** resulting from **undersupplied markets**, driven by strong demand linked to global economic recovery (+18% for zircon, +11% for TiO<sub>2</sub> feedstocks yoy), while operating and logistics difficulties and energy limitations in China constrained several producers

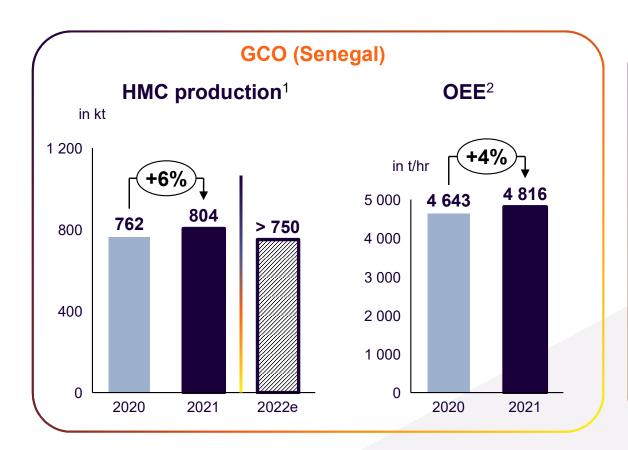
Continued **rise in CP Slag** prices in early 2022, reflecting the tension in the market

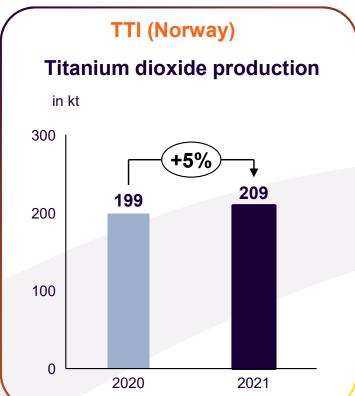
#### Monthly premium zircon prices<sup>1</sup> \$/t 1,800 1,750 = +12% 1,700 1,650 = +24% 1.600 1,550 1,500 1,450 1,400 1,350 500 <del>1</del> 2021 2020 FY 2021 vs FY 2020 price change H2 2021 vs H1 2021 price change





### Record production for mineral sands and titanium slag







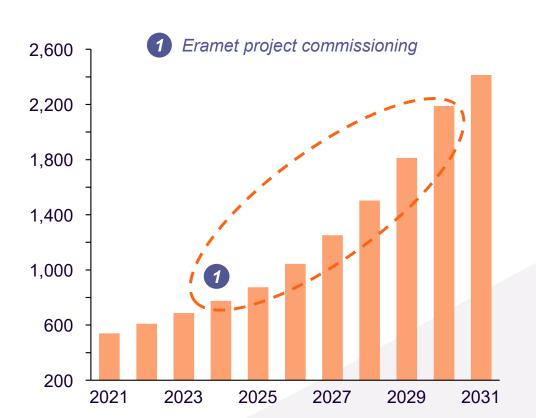


# Unlocking Eramet's expansion into Lithium, a key metal for the energy transition



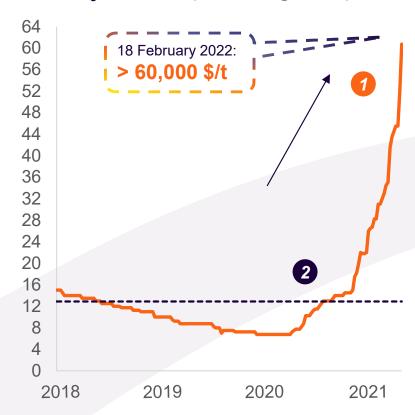
Strong growth momentum for lithium demand ...

Forecasted lithium market demand<sup>1</sup> (in kt LCE)



...reflected in current prices

#### LiCO<sub>3</sub> CIF Asia (in US\$/kg LCE<sup>2</sup>)



- 1 Price increased x6 since January 2021
- 2 Eramet long-term price assumption: 12,900 US\$ CIF per tonne LCE



<sup>&</sup>lt;sup>1</sup> Sources: Eramet analysis



#### Centenario: Tier 1 lithium project in Argentina

Yearly LCE<sup>1</sup> production<sup>2</sup> **24,000** tonnes (after ramp-up)

Cash cost (ex-works) 3,500 US\$ per tonne (after ramp-up)

Internal Rate of Return<sup>2,3,5</sup> approx.30% (after-tax, nominal terms)

EBITDA at full ramp $up^{2,3,4}$ c. US\$200m

In-house **DLE**<sup>6</sup> process:

**c.90%** recovery rate

1 week lead time

#### **CLEAR PATH TO START-UP**



Eramet to become the first European company to operate a large-scale and sustainable lithium industrial complex leveraging on its own process



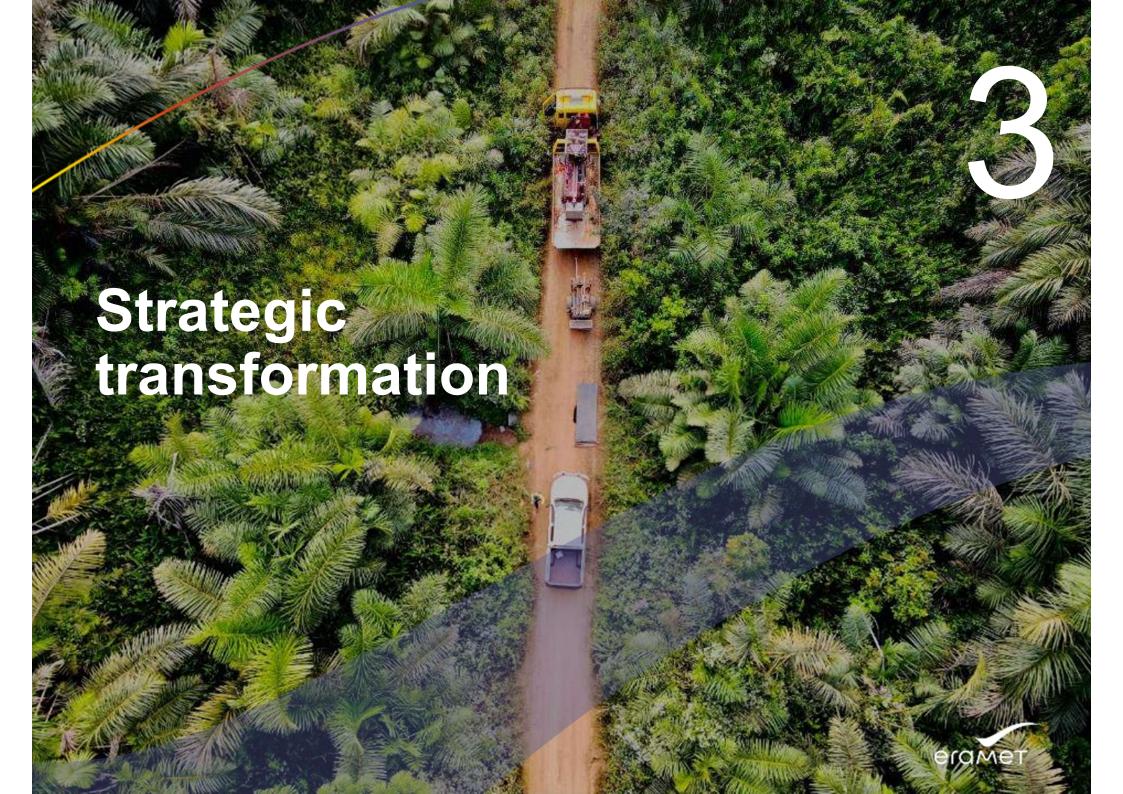
<sup>&</sup>lt;sup>1</sup> Lithium Carbonate Equivalent

<sup>&</sup>lt;sup>3</sup> Assuming a long-term consensus price of 12,900 US\$ CIF per tonne LCE

<sup>&</sup>lt;sup>4</sup> EBITDA inclusive of royalties and logistics costs

<sup>&</sup>lt;sup>5</sup> Excluding Capex already spent until project's mothballing

<sup>&</sup>lt;sup>6</sup> Direct Lithium Extraction



### 2018 roadmap: repositioning Eramet's asset portfolio...

FIX / REPOSITION our least performing assets

**GROW** in our attractive businesses

EXPAND our portfolio in metals for energy transition

**SLN** 

- > 6 Mwmt nickel ore export authorisation
- Discussions ongoing to access competitive energy
- A&D
- MOU signed for divestment to Airbus, Safran & ACE consortium
- Sandouville
- > Divested
- Erasteel
- > Divestment process





### ...to become a pure player in Mining & Metals...

**GROW** in our attractive businesses

OVERACHIEVED

Nickel ore (New Caledonia)

Target: > 4 Mwmt exports in 2022

- Manganese ore
- > + 60 % production since 2018
- > Target: **7.5** Mt in 2022
- Nickel ore (Indonesia)
- > Target: c. 15 Mwmt<sup>1,2</sup>
- Mineral Sands
- Operations' optimisation and expansion both at GCO & TTI in 2022

EXPAND our portfolio in metals for energy transition

STARTED

- Lithium
- > Plant construction engaged
- > Nominal capacity: 24 kt LCE
- Nickel and cobalt salts
- Weda Bay diversification towards battery products
- Partnership with BASF, prefeasibility study almost completed
- Li-ion battery recycling
- R&D programme completed, pre-feasibility study in 2022

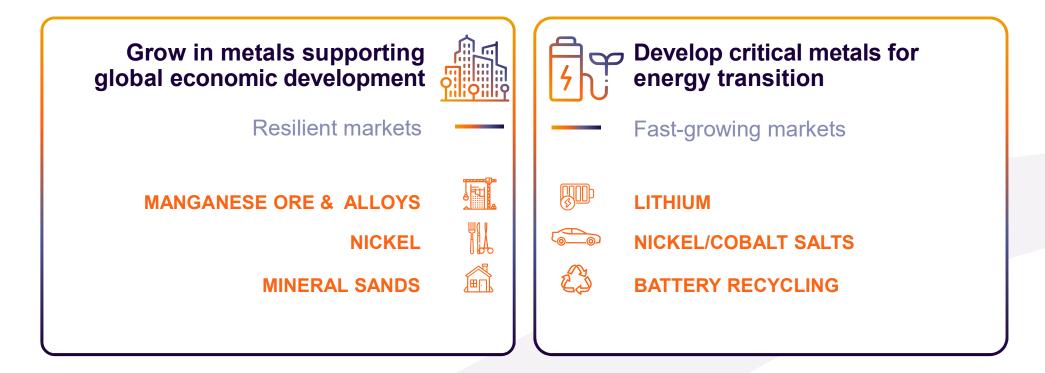


On a 100% production basis

<sup>&</sup>lt;sup>2</sup> Subject to administrative approval

# New strategic roadmap: right timing to become a leading player in the new age of metals

Pure player in Mining and Metals contributing to a sustainable future



ATTRACTIVE POSITIONING including CSR

CASH-GENERATING BUSINESS



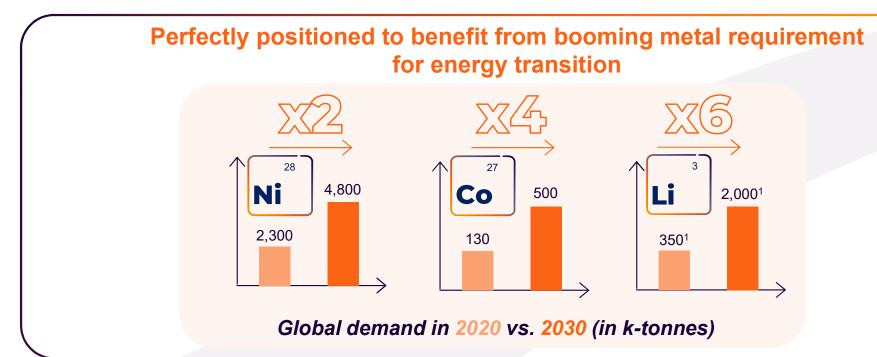
#### ...with a portfolio contributing to the battle for climate change

#### **Greener product offering**

- World class assets, providing the highest metal contents at lower carbon contents
- CO2 reduction targets SBTi certified

#### Reference in CSR

- Committed for the planet and for the climate
- Committed for the communities' wellbeing

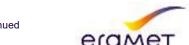






#### Good momentum at the start of 2022

- Market well-oriented at the beginning of year, albeit with some uncertainty regarding China's demand and current geopolitical context in Europe; prices remaining at high levels
- Continued **organic growth** in 2022
  - > 7,5 Mt manganese ore in Gabon
  - More than 4 Mwmt nickel ore export in New Caledonia
  - > 15 Mwmt<sup>1</sup> nickel ore production at Weda Bay
- c. €550m cash capex² o/w c. €200m to support and secure organic growth in Gabon
- EBITDA target of around €1.2bn based on:
  - slightly higher manganese alloys selling prices vs 2021
  - average consensus for manganese ore price of \$5.2/dmtu
  - average consensus for LME nickel price of 19 800 \$/t
  - higher energy and coke prices vs 2021



<sup>&</sup>lt;sup>1</sup> Subject to administrative approval

<sup>&</sup>lt;sup>2</sup> Excluding lithium capex financed by Tsingshan, incl. IFRS 5 discontinued operations' capex

## 2022: a new journey is starting



Become a reference for the responsible transformation of the Earth's mineral resources, for living well together







## **Group EBITDA sensitivity to market prices**

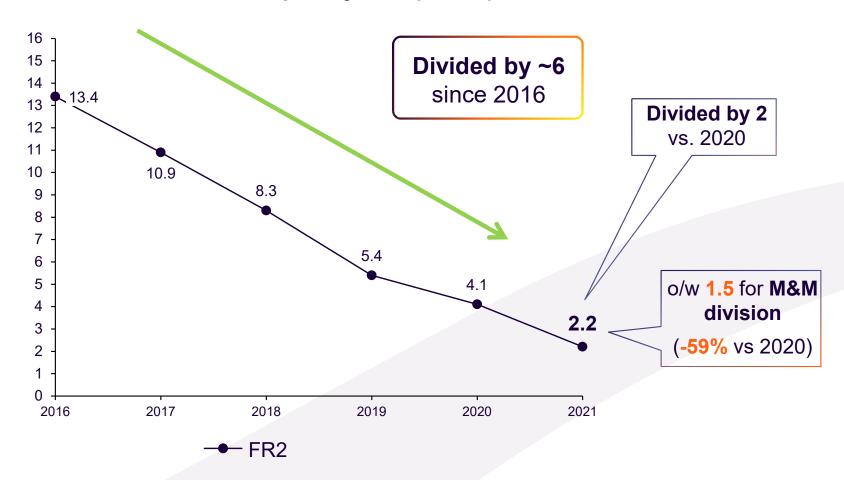
SENSITIVITIES	Change	Annual impact on EBITDA
Manganese ore prices (CIF China 44%)	+\$1/dmtu	c.€230m¹
Manganese alloy prices	+\$100/t	c.€65m¹
Nickel prices (LME)	+\$1/lb	c.€95m¹
Nickel ore prices (CIF China 1.8%)	+\$10/wmt	c.€35m¹
Exchange rates	-\$/€0.1	c.€195m
Oil price per barrel	+\$10/bbl	c.€(15)m¹





### **Safety**

#### **Eramet accident frequency rate (FR2**<sup>1,2</sup>)





<sup>&</sup>lt;sup>1</sup> FR2 = number of lost-time and recordable injury accidents for 1 million hours worked <sup>2</sup> Including employees and subcontractors since 2016

## **Manganese BU – Key figures**

In €m	2021	2020
Sales	2 267	1 699
EBITDA	910	442
Current Operating Income	769	339
Cash Capex	(243)	(188)
Operating cash flow <sup>1</sup>	592	349
FCF	490	285



## Nickel BU – Key figures (IFRS 5)

In €m	2021 <sup>1</sup>	2020 <sup>1</sup>
Sales	1 046	802
EBITDA	113	52
Current Operating Income	37	(46)
Cash Capex	(34)	(40)
Operating cash flow <sup>2</sup>	24	47
FCF	111	39



<sup>&</sup>lt;sup>1</sup> Application of IFRS 5 i.e. excluding Sandouville

## Mineral Sands BU – Key figures

In €m	2021	2020
Sales	349	276
EBITDA	137	91
Current Operating Income	94	44
Cash Capex	(21)	(16)
Operating cash flow <sup>1</sup>	122	106
FCF	108	43



## **Lithium BU – Key figures**

In €m	2021	2020
Sales	-	-
EBITDA	(5)	(5)
Current Operating Income	(5)	(5)
Cash Capex	(6)	(54)
Operating cash flow <sup>1</sup>	(19)	(57)
FCF	(24)	(109)



## **High-Performance Alloys division - Key figures (IFRS 5)**

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

In €m	2021 <sup>1</sup>	2020 <sup>1</sup>
Sales	677	658
EBITDA	(32)	(124)
Current Operating Income	(45)	(155)
Cash Capex	(45)	(42)
Operating cash flow <sup>2</sup>	(98)	(89)
FCF	(134)	(179)



<sup>&</sup>lt;sup>1</sup> Application of IFRS 5 i.e. excluding EHA and Brown Europe

# MoU signed on 22 February 2022 for the divestment of Aubert & Duval

## Transaction scope

- Divestment of 100% of Aubert & Duval shares
- Scope including all Aubert & Duval sites in France, Interforge, activities in Spain and India, and titanium alloys activities

## Acquiring entity

- Consortium comprising of Airbus, Safran and Tikehau ACE Capital
- French State to have a golden share in Aubert & Duval

## Value consideration

- Enterprise value of €95m
- Eramet agreeing to a set of specific guarantees in addition to usual guarantees
- Estimated —€340m impact (subject to closing adjustments) accounted for in FY21 net income

#### **Next steps**

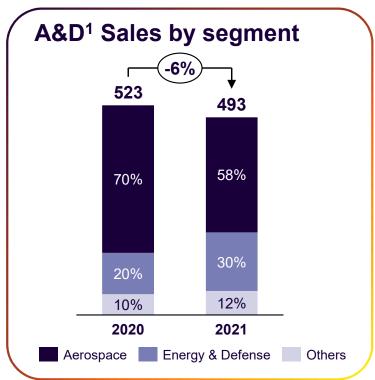
- Signing of the share purchase agreement expected in H1 2022 following satisfactory completion of consultation process with reciprocal employee representative councils
- Transaction completion submitted to the satisfaction of certain conditions, including necessary regulatory approvals

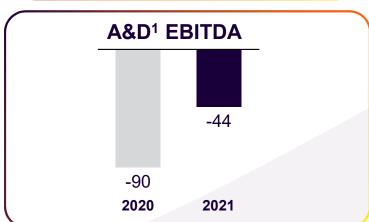
#### Transaction expected to close by end-2022



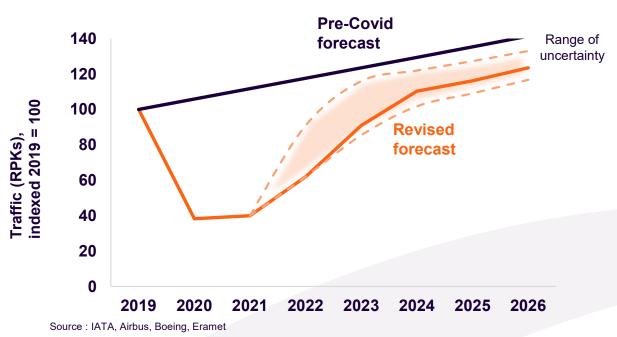
#### A&D 2021 KPIs (IFRS 5)











Lower sales (-6%) due to decline of aerospace segment (-22%) incl. impact of the fire at the Pamiers plant's workshop (-€35m) Improved EBITDA reflecting cost reductions and productivity improvements

- > 2021 savings on labour costs amounted to c. €33m (vs. 2019)
- > 2021 headcount down -16% vs. end-2019
  Negative FCF (-€124m); impact of fire limited to -€28m

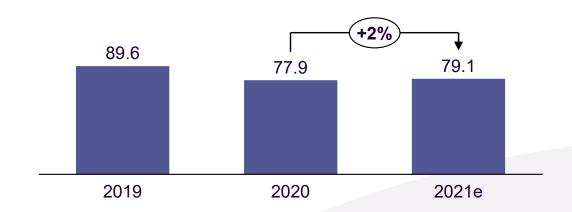


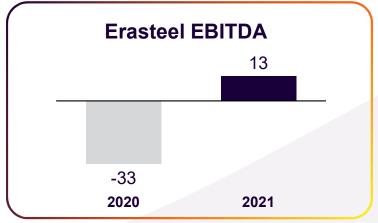
### **Erasteel 2021 KPIs (IFRS 5)**





#### Yearly light vehicles sales<sup>1</sup> (in million units)





Strong sales improvement driven by growth in sold volumes and positive effect of reinvoicing raw material price increases to customers

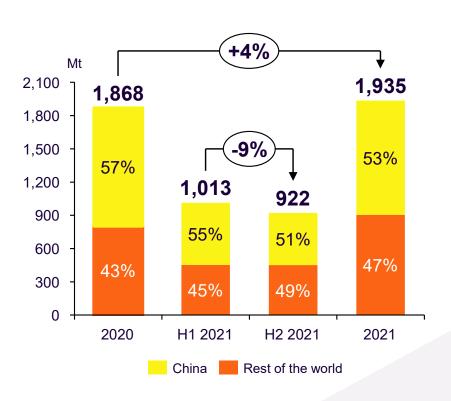
**Strong EBITDA improvement** of nearly €50m reflecting the very good momentum in sales as well as a productivity improvement

**Improved FCF** although still negative (-€11m)

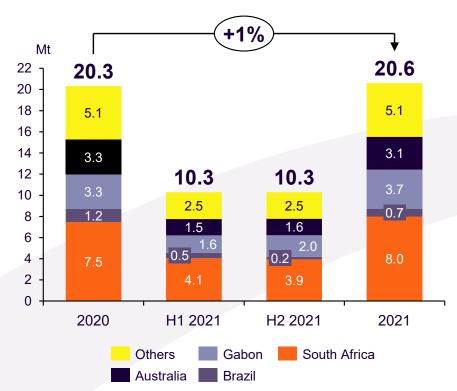


## 2020-2021 Global carbon steel and manganese ore production

#### Global carbon steel production



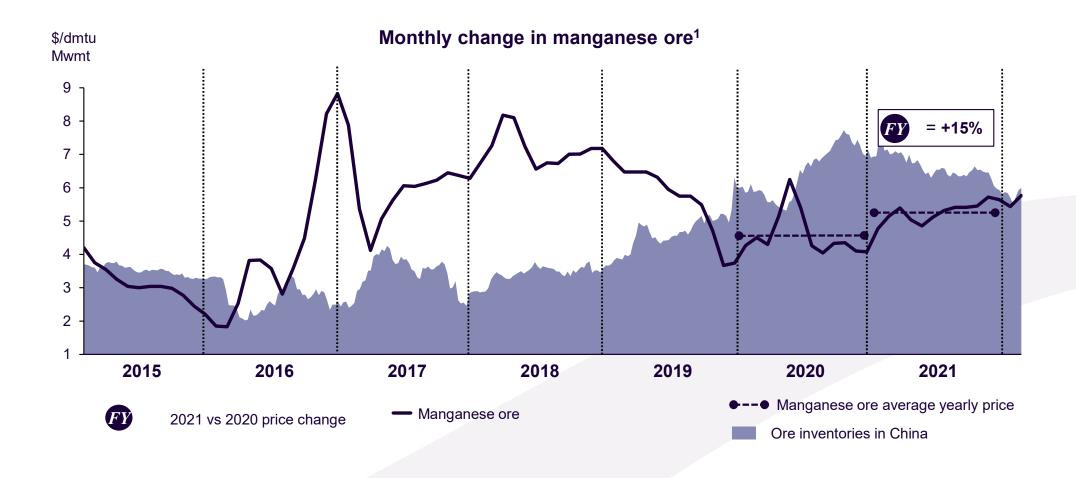
## Global manganese ore production (manganese content)





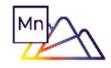


### Manganese ore historical CRU index price trends



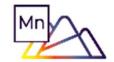


## Manganese alloys (refined and standard in Europe) CRU index price trends

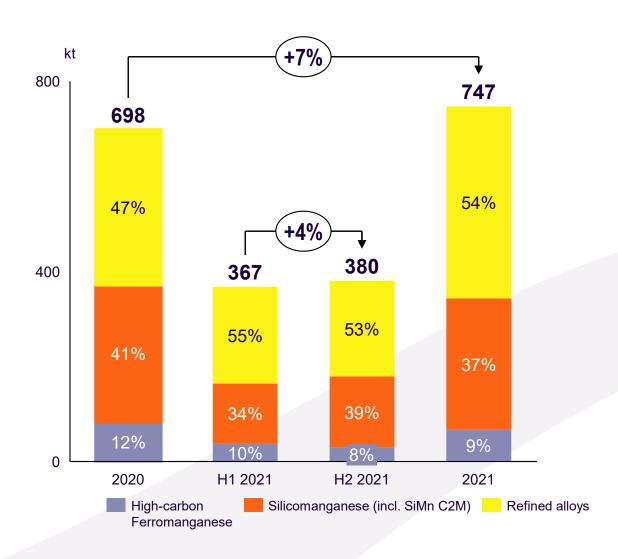








## **Eramet manganese alloys production**

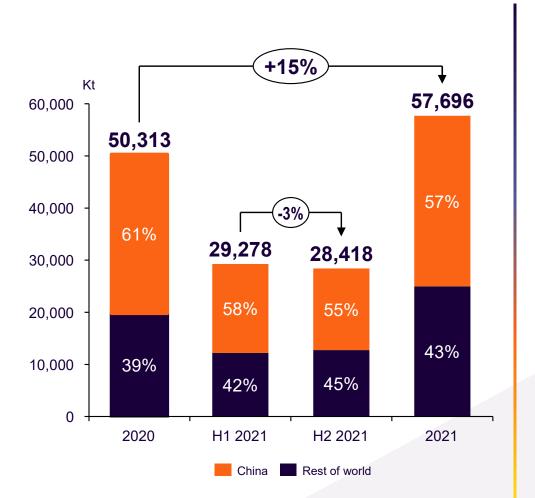




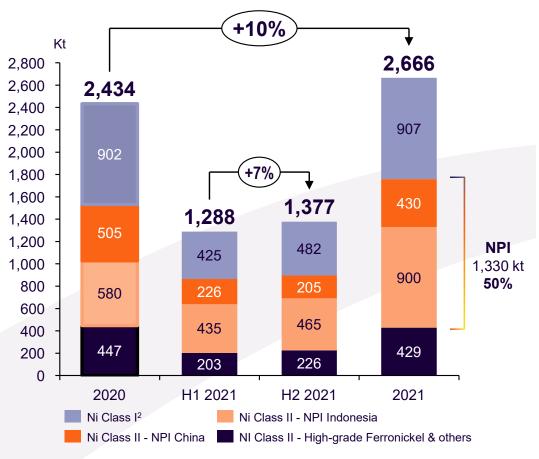
# 2020-2021 Global stainless steel and primary nickel production



#### Global stainless steel production<sup>1</sup>



#### Global primary nickel production<sup>1</sup> (excl. recycling)



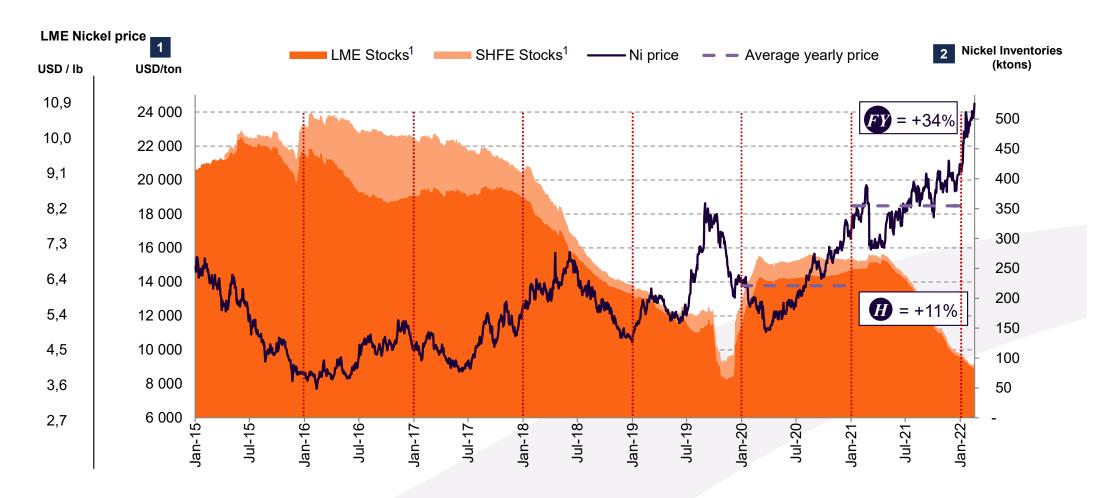


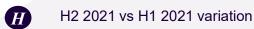
<sup>1:</sup> Eramet estimates

<sup>&</sup>lt;sup>2</sup> Class I: product with nickel content of 99% or more



### **Nickel LME historical price**





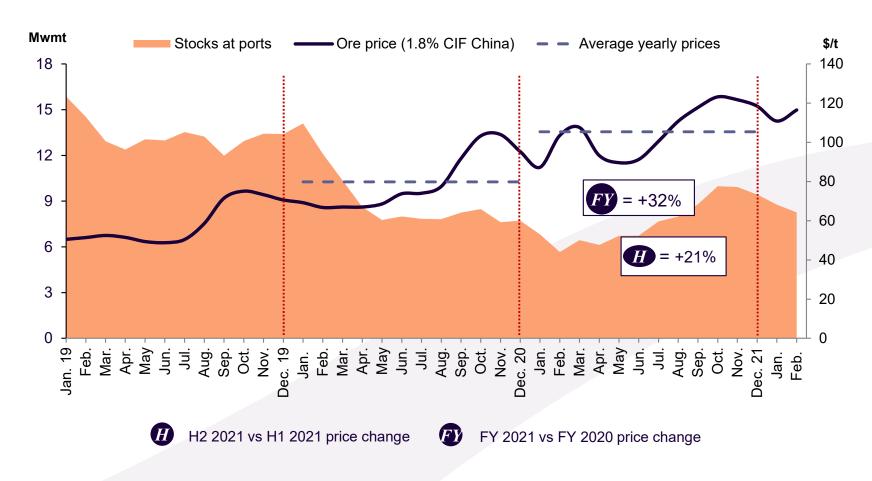
FY 2021 vs FY 2020 price variation





### Nickel ore historical price

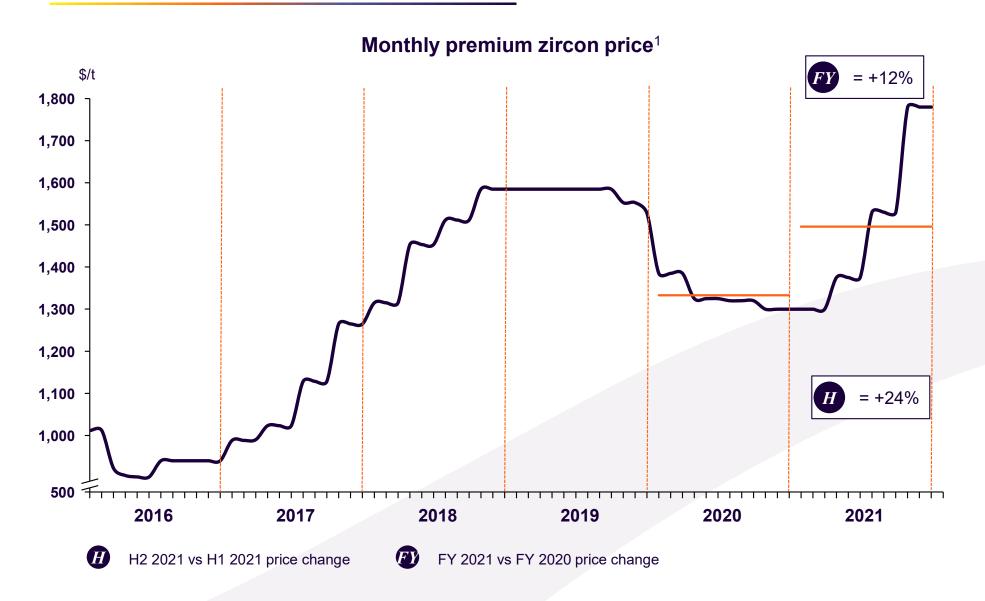
#### Ore price<sup>1</sup> (\$/t) and usable ore inventories in Chinese ports (Mwmt)





# Ti

### **Zircon historical price**



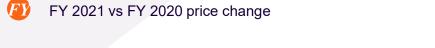


## **CP** slag historical price



#### Monthly change in CP grade titanium dioxide slag price<sup>1</sup>







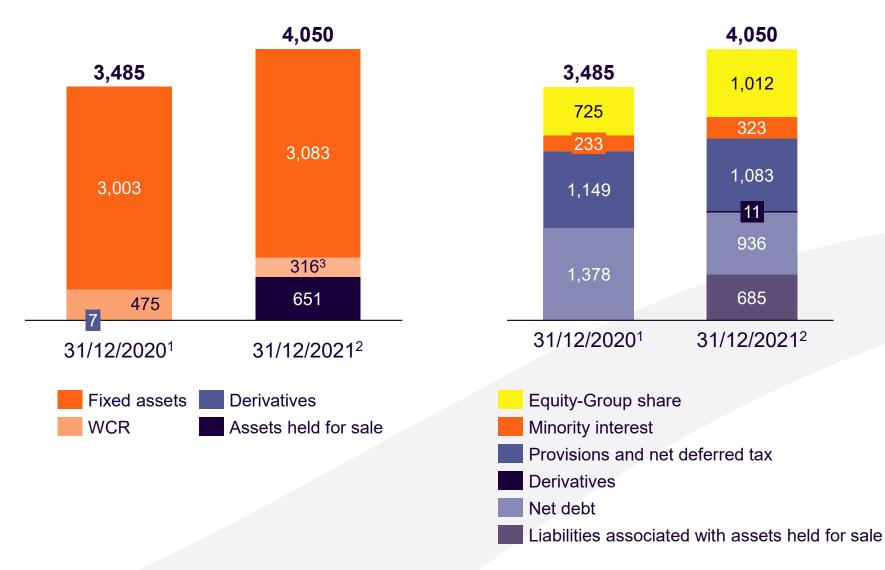
H2 2021 vs H1 2021 price change

## **Cash-flow table (IFRS 5)**

€m	2021 <sup>1</sup>	2020 <sup>1</sup>
Operating activities		
EBITDA	1,051	516
Cash impact of items in EBITDA	(258)	(322)
Cash-flow from operations	793	194
Change in WCR	(80)	204
Net cash generated by operating activities (1)	713	398
Investing activities		
Industrial investments	(312)	(299)
Other investment flows	125	17
Net cash used in investing activities (2)	(187)	(282)
Free Cash Flow (1) + (2)*	526	116
Net cash used in financing activities	21	(15)
Impact of fluctuations in exchange rates and other Acquisition of IFRS 16 rights of use	(25) (10)	29 (8)
Change in net financial debt of assets held for sale <sup>1</sup>	(125)	(151)
(Increase)/Decrease in net financial debt	388	(29)
Opening (net financial debt)	(1,378)	(1,349)
Closing (net financial debt) of continuing operations (Net financial debt) of discontinued operations	(936) (54)	(1,378) -



#### **Group Balance Sheet at 31 December 2021**



¹ In accordance with IAS 8, reported Net Debt was restated on 1 January 2020 for the impact of financial fraud at the Group's head office (-€45m)

<sup>&</sup>lt;sup>3</sup> 2021 WCR: €549m (operating WCR) - €233m (Other items of WCR, incl. Tax & payroll payables and receivables, other assets & liabilities, tax liabilities & receivables due and liabilities on non-current assets), for a net amount of €316m



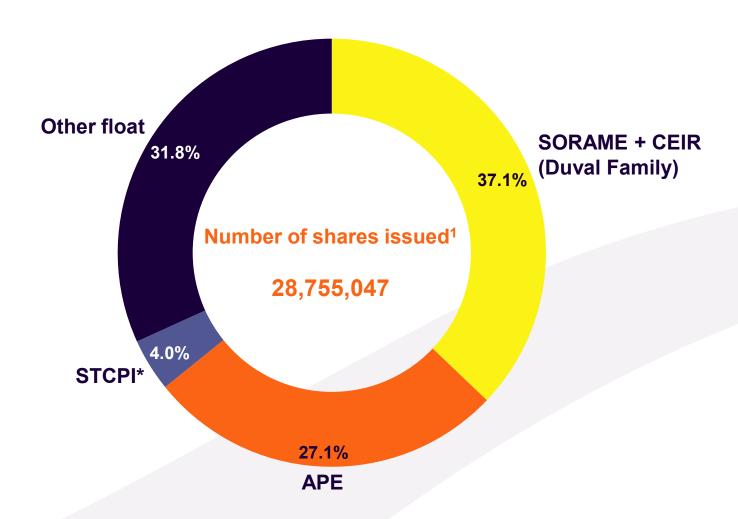
<sup>&</sup>lt;sup>2</sup> Application of IFRS 5 i.e. excl. A&D, Erasteel and Sandouville

## **Bond maturities**

€m	Currency	Initial amount	Amount at 31/12/21 (in m)	Initial Maturity date	Coupon
September 2017 bond issue	€	500	500	February 2024	4.20%
November 2019 bond issue	€	300	300	May 2025	5.88%



## **Shareholding at 31 December 2021**





#### **CONTACTS**

#### **Director of Investor Relations**

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