



**FerroGlobe**

Advancing Materials  
Innovation  
NASDAQ: GSM

## **Second Quarter 2021 Results**

August 24<sup>th</sup> 2021

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# Forward-Looking Statements and non-IFRS Financial Metrics

This presentation contains forward-looking statements within the meaning of Section 27A of the United States Securities Act of 1933, as amended, and Section 21E of the United States Securities Exchange Act of 1934, as amended. Forward-looking statements are not historical facts but are based on certain assumptions of management and describe our future plans, strategies and expectations. Forward-looking statements can generally be identified by the use of forward-looking terminology, including, but not limited to, "may," "could," "seek," "guidance," "predict," "potential," "likely," "believe," "will," "expect," "anticipate," "estimate," "plan," "intend," "forecast," "aim," "target," or variations of these terms and similar expressions, or the negative of these terms or similar expressions.

Forward-looking statements contained in this presentation are based on information presently available to Ferroglobe PLC ("we," "us," "Ferroglobe," the "Company" or the "Parent") and assumptions that we believe to be reasonable, but are inherently uncertain. As a result, our actual results, performance or achievements may differ materially from those expressed or implied by these forward-looking statements, which are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors that are, in some cases, beyond our control.

You are cautioned that all such statements involve risks and uncertainties, including without limitation, risks that Ferroglobe will not successfully integrate the businesses of Globe Specialty Metals, Inc. and Grupo FerroAtlántica SAU, that we will not realize estimated cost savings, value of certain tax assets, synergies and growth, and/or that such benefits may take longer to realize than expected. Important factors that may cause actual results to differ include, but are not limited to: (i) risks relating to unanticipated costs of integration, including operating costs, customer loss and business disruption being greater than expected; (ii) our organizational and governance structure; (iii) the ability to hire and retain key personnel; (iv) regional, national or global political, economic, business, competitive, market and regulatory conditions including, among others, changes in metals prices; (v) increases in the cost of raw materials or energy; (vi) competition in the metals and foundry industries; (vii) environmental and regulatory risks; (viii) ability to identify liabilities associated with acquired properties prior to their acquisition; (ix) ability to manage price and operational risks including industrial accidents and natural disasters; (x) ability to manage foreign operations; (xi) changes in technology; (xii) ability to acquire or renew permits and approvals; (xiii) changes in legislation or governmental regulations affecting Ferroglobe; (xiv) conditions in the credit markets; (xv) risks associated with assumptions made in connection with critical accounting estimates and legal proceedings; (xvi) Ferroglobe's international operations, which are subject to the risks of currency fluctuations and foreign exchange controls; and (xvii) the potential of international unrest, economic downturn or effects of currencies, tax assessments, tax adjustments, anticipated tax rates, raw material costs or availability or other regulatory compliance costs. The foregoing list is not exhaustive.

You should carefully consider the foregoing factors and the other risks and uncertainties that affect our business, including those described in the "Risk Factors" section of our Registration Statement on Form F-1, Annual Reports on Form 20-F, Current Reports on Form 6-K and other documents we file from time to time with the United States Securities and Exchange Commission. We do not give any assurance (1) that we will achieve our expectations or (2) concerning any result or the timing thereof, in each case, with respect to any regulatory action, administrative proceedings, government investigations, litigation, warning letters, consent decree, cost reductions, business strategies, earnings or revenue trends or future financial results. Forward-looking financial information and other metrics presented herein represent our key goals and are not intended as guidance or projections for the periods presented herein or any future periods.

We do not undertake or assume any obligation to update publicly any of the forward-looking statements in this presentation to reflect actual results, new information or future events, changes in assumptions or changes in other factors affecting forward-looking statements. If we update one or more forward-looking statements, no inference should be drawn that we will make additional updates with respect to those or other forward-looking statements. We caution you not to place undue reliance on any forward-looking statements, which are made only as of the date of this presentation.

Adjusted EBITDA, adjusted EBITDA margin, adjusted net profit, adjusted profit per share, working capital and net debt, are non-IFRS financial metrics that, we believe, are pertinent measures of Ferroglobe's success. The Company has included these financial metrics to provide supplemental measures of its performance. We believe these metrics are important because they eliminate items that have less bearing on the Company's current and future operating performance and highlight trends in its core business that may not otherwise be apparent when relying solely on IFRS financial measures.

For additional information, including a reconciliation of the differences between such non-IFRS financial measures and the comparable IFRS financial measures, refer to the press release dated August 23, 2021 accompanying this presentation, which is incorporated by reference herein.

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# OPENING REMARKS

**Q2 reflects an acceleration in our overall performance due to robust market conditions and execution of the strategic plan, contributing to a return to positive net profit**

**Quarterly results adversely impacted by several one-off cost items, as well as higher energy costs**

**Successful completion of the financing provides a strong foundation for continued execution of key strategic initiatives going into 2H**

A blue-tinted background image showing several people in business attire gathered around a table, looking at documents and using a white marker. The scene is dimly lit, focusing on the hands and papers.

## **I. Q2 2021 Business Review**

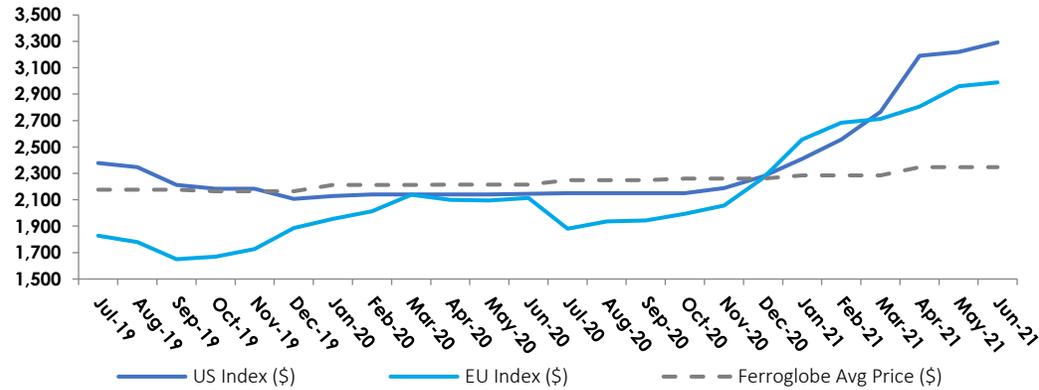
# KEY HIGHLIGHTS

- **Q2-21 results:**
    - Sales of \$418.5 million, compared to \$361.4 million in Q1-21, and \$250.0 million in Q2-20
    - Adjusted EBITDA of \$34.1 million compared to \$22.1 million in Q1-21, and \$22.4 million in Q2-20
    - Return to positive net profit of \$0.7 million, compared to net loss of \$(68.5) million in Q1-21, and \$(14.0) million in Q2-20
    - Positive operating cash flow of \$37.8 million and return to positive net cash flow of \$21.6 million
  - **Key drivers** impacting quarterly results:
    - Strong pricing across all product categories
    - Pockets of inflationary cost pressures, mainly energy in Europe
  - **Working capital**
    - \$334.3 million at end of Q2-21, an increase of \$0.6 million, from the Q1-21 balance of \$333.7 million
    - Increased efficiency supporting flat level of working capital despite the ramp-up in activity
  - **Net debt** increased by \$23.7 million with a balance of \$358.0 million as of Jun. 30, 2021 from the Mar. 31, 2021 balance of \$334.3 million
    - Issued an initial \$40 million of an aggregate \$60 million of the new super senior secured notes during Q2
  - **Cash balance** of \$106.1 million in Q2-21, an increase of \$22.1 million, from \$84 million in the prior quarter
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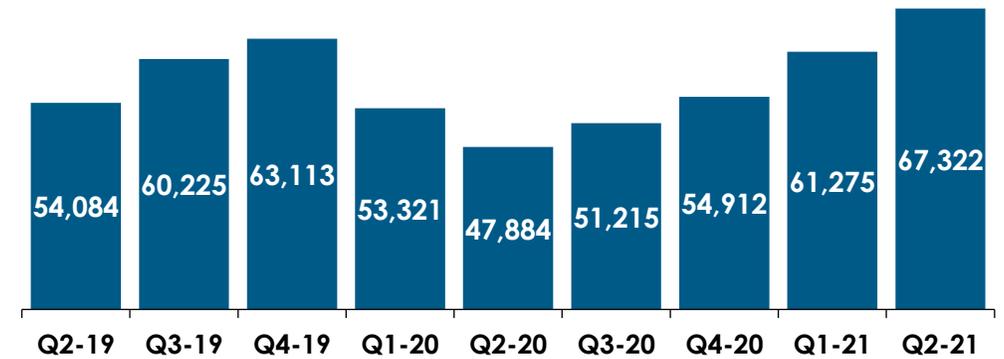
# PRODUCT CATEGORY SNAPSHOT

## Silicon Metal

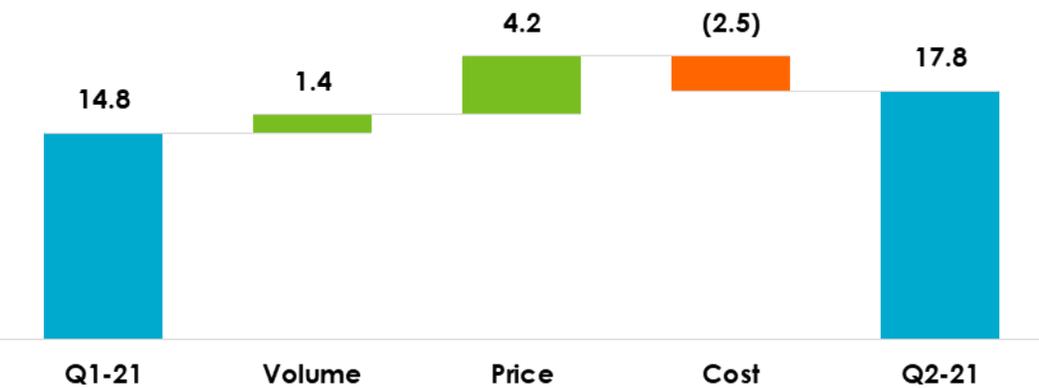
Pricing trends (\$/mt)



Volume trends



Sequential quarters EBITDA evolution (\$m)



Commentary

- Average realized price up 2.7% during the quarter
- Volumes increased by 9.9% based in capacity increase
- Cost increase driven by rising energy price in Spain, (\$3.8mm) and higher raw materials (coal, coke and wood) prices in the U.S. (\$0.9mm) million – partially offset by improved fixed cost absorption (\$0.6 mm) and positive impact from local levy adjustment (\$1.6 mm)
- Robust demand across chemicals and aluminum expected to continue for the remainder of 2021

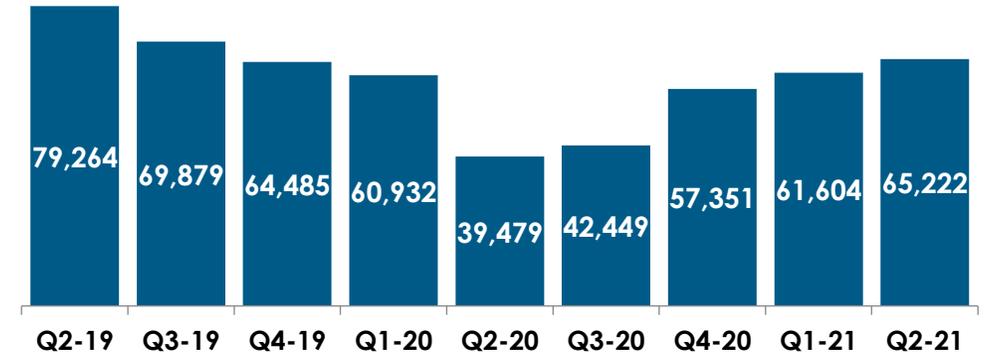
# PRODUCT CATEGORY SNAPSHOT

## Silicon-Based Alloys

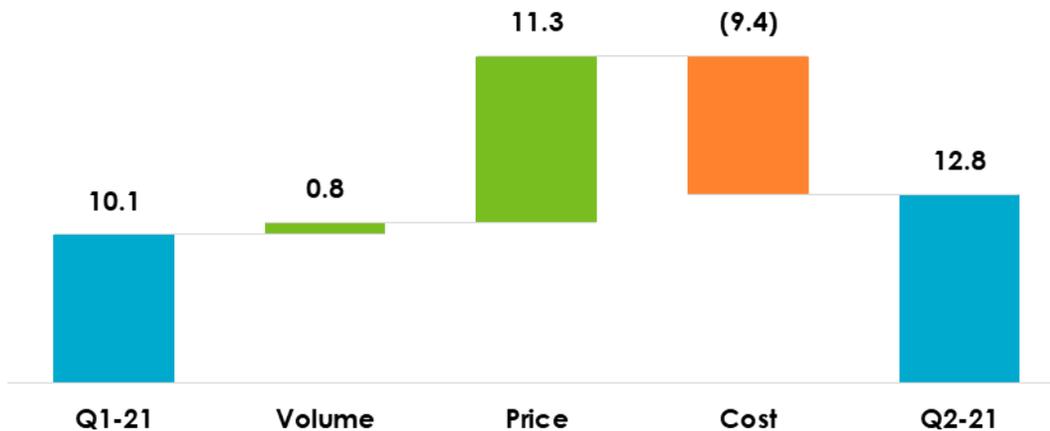
Pricing trends (\$/mt)



Volume trends



Sequential quarters EBITDA evolution (\$m)



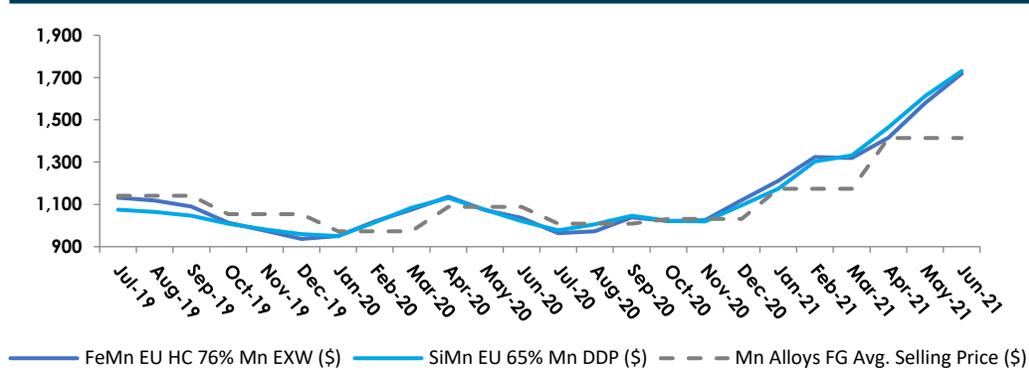
Commentary

- Average realized selling price up 9.9%
- Volume increased by 5.9%, driven primarily by ferrosilicon (steel) followed by foundry (auto)
- Cost increase predominantly resulting from higher energy and raw material prices: Spanish facilities (\$4.0mm), South African facility (\$2.5mm), and Argentinian facility (\$0.6mm)
- Lower fixed cost absorption due to an idled plant in France (\$1.6mm)
- Solid steel demand fundamentals – infrastructure projects, automotive sector, industrial machinery etc.

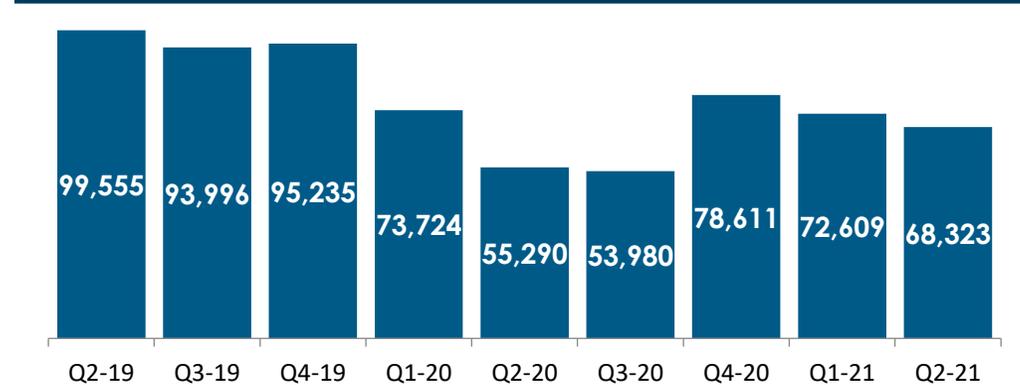
# PRODUCT CATEGORY SNAPSHOT

## Manganese-Based Alloys

Pricing trends (\$/mt)



Volume trends



Sequential quarters EBITDA evolution (\$m)



Commentary

- Average realized selling price up 20.5%
- Volume decline of 5.9% driven by delays in shipping out finished goods
- Improved fixed cost absorption were offset by increasing costs, primarily energy in Spain (\$5.8mm) and manganese ore and coal (\$7.1mm)
- Overall spread levels remain above historical highs
- Positive near-term fundamentals supported by low inventory levels and high steel demand

A blue-tinted background image showing several people in business attire gathered around a table, looking at documents and using a pen. The scene is dimly lit, focusing on the hands and papers.

## **II. Q2 2021 Financial Review**

# INCOME STATEMENT SUMMARY

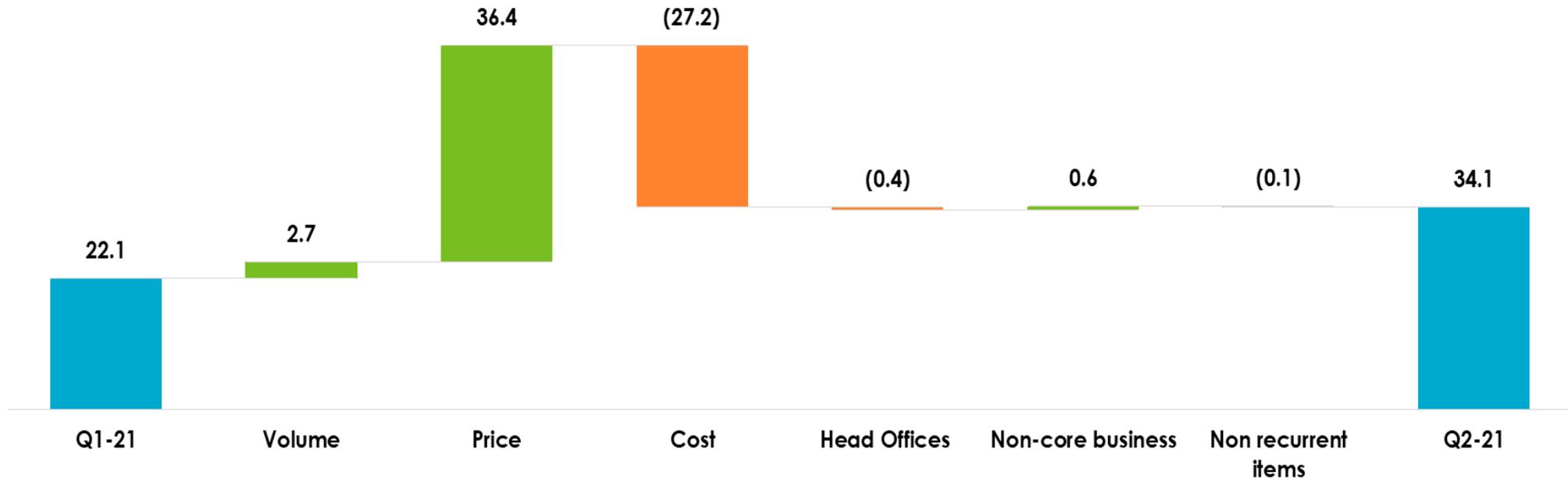
## Q2-21 VS. Q1-21

(\$'000)	Q2-21	Q1-21	vs Q
Sales	418,538	361,390	16%
Cost of sales	(267,939)	(250,165)	(7)%
<b>Cost of sales %</b>	<b>64%</b>	<b>69%</b>	<b>(8)%</b>
Other operating income	37,105	1,913	1840%
Staff costs	(63,197)	(95,267)	34%
Other operating expense	(93,171)	(36,835)	(153)%
Depreciation and amortization	(23,523)	(25,285)	7%
<b>Operating profit/(loss) before adjustments</b>	<b>7,813</b>	<b>(44,249)</b>	<b>118%</b>
Others	608	66	821%
<b>Operating profit/(loss)</b>	<b>8,421</b>	<b>(44,183)</b>	<b>119%</b>
Net finance expense	(11,178)	(15,864)	30%
FX differences & other gains/losses	3,237	(9,314)	135%
<b>Profit/(loss) before tax</b>	<b>480</b>	<b>(69,361)</b>	<b>101%</b>
Income tax	250	844	(70)%
<b>Profit/(loss)</b>	<b>730</b>	<b>(68,517)</b>	<b>101%</b>
Profit/(loss) attributable to non-controlling interest	1,180	1,135	4%
<b>Profit/(loss) attributable to the parent</b>	<b>1,910</b>	<b>(67,382)</b>	<b>103%</b>
<b>EBITDA</b>	<b>31,944</b>	<b>(18,898)</b>	<b>269%</b>
<b>Adjusted EBITDA</b>	<b>34,087</b>	<b>22,069</b>	<b>54%</b>
<b>Adjusted EBITDA %</b>	<b>8%</b>	<b>6%</b>	<b>33%</b>

- Sales increase driven by higher average prices (10%) and increase in volumes (6%)
- Cost of sales as a % of sales was lower than previous quarter as a result of the improvement in sale prices and a reclassification from this account to Other operating expense
- Other operating income and Other operating expense includes the impact of the European free CO2 rights for 2021
- Staff cost in Q1 included the restructuring cost for the Footprint Optimization initiative
- Net finance in Q1 included the finance expense related to the cancellation of the ABL
- FX gains of \$3.2m in Q2-21 mainly driven by the strengthen of the EUR against the USD

# ADJUSTED EBITDA BRIDGE

## Q1-21 to Q2-21 (\$m)



- **Volume:** 6% increase vs prior quarter, attributable to stronger silicon metal and silicon-based alloys demand, partially offset by manganese based alloys
- **Price:** Average realized selling price for the main products increased 11% vs prior quarter on the back of strong fundamentals across all key end markets
- **Cost** increased mainly driven by Spanish energy cost by \$14m followed by raw material inflation and plant idling cost in France

# BALANCE SHEET SUMMARY

(\$'000)	Q2-21 <sup>1</sup>	Q1-21 <sup>1</sup>	Q2-20 <sup>1</sup>
Cash and Restricted Cash <sup>3</sup>	106,089	84,367	153,276
Total Assets	1,426,570	1,319,158	1,481,602
Gross Debt <sup>2</sup>	464,078	418,647	451,354
Net Debt	358,138	334,279	298,078
Book Equity	299,469	298,974	519,974
Total Working Capital	334,292	333,772	321,421
Net Debt / Adjusted EBITDA	2.6x	3.8x	n.m
Net Debt / Total Assets	25.1%	25.3%	20.1%
Net Debt / Capital	54.5%	52.8%	36.4%

1. Unaudited Financial Statements
2. Gross debt excludes bank borrowings on factoring program at Jun. 30 2021 and Dec. 31, 2020 , and on the A/R securitization at Jun. 30, 2020
3. Cash and restricted cash includes the following as at the respective period ends:
  - Jun. 30, 2020 – Unrestricted cash of \$86 million, and non-current restricted cash and cash equivalents of \$28.3 million
  - Mar. 31, 2021 – Unrestricted cash of \$78.3 million, and current, non-current restricted cash and cash equivalents of \$6.0 million
  - Jun. 30, 2021 – Unrestricted cash of \$99.9 million, and current, non-current restricted cash and cash equivalents of \$6.0 million

# CASH FLOW SUMMARY

\$'000	Q2-20	Q3-20	Q4-20	Q1-21	Q2-21
<b>EBITDA</b>	<b>22,093</b>	<b>(12,242)</b>	<b>(630)</b>	<b>(18,898)</b>	<b>31,943</b>
Non-cash items	620	33,379	2,014	36,563	65
<b>Changes in Working capital</b>	<b>11,904</b>	<b>2,484</b>	<b>3,320</b>	<b>668</b>	<b>7,003</b>
Changes in Accounts Receivables	45,537	(4,731)	(53,604)	(41,692)	(8,625)
Changes in Accounts Payable	(4,875)	(20,359)	(4,667)	26,152	16,184
Changes in Inventory	(12,471)	3,725	71,754	11,446	(8,770)
Securitization and others	(16,287)	23,849	(10,163)	4,762	8,214
<b>Less Cash Tax Payments</b>	<b>3,522</b>	<b>(633)</b>	<b>(1,177)</b>	<b>(57)</b>	<b>(1,178)</b>
<b>Operating cash flow</b>	<b>38,139</b>	<b>22,988</b>	<b>3,527</b>	<b>18,277</b>	<b>37,833</b>
<b>Cash-flow from Investing Activities</b>	<b>(4,971)</b>	<b>(8,410)</b>	<b>(14,207)</b>	<b>(9,134)</b>	<b>(43,571)</b>
<b>Cash-flow from Financing Activities</b>	<b>(24,508)</b>	<b>(19,979)</b>	<b>(4,713)</b>	<b>(56,243)</b>	<b>27,379</b>
Bank Borrowings	-	8,022	169,571	127,690	149,945
Bank Payments	(20,680)	(7,800)	(161,936)	(157,464)	(144,983)
Other amounts paid due to financing activities	(2,418)	(2,463)	(9,444)	(2,856)	(3,157)
Payment of debt issuance costs	(279)	(608)	(2,077)	(6,598)	(11,093)
Proceeds from debt issuance	-	-	-	-	40,000
Interest Paid	(1,131)	(17,130)	(827)	(17,015)	(3,333)
<b>Net cash flow</b>	<b>8,660</b>	<b>(5,401)</b>	<b>(15,393)</b>	<b>(47,100)</b>	<b>21,641</b>
<b>Total cash * (Beginning Bal.)</b>	<b>144,489</b>	<b>153,242</b>	<b>147,425</b>	<b>131,557</b>	<b>84,367</b>
<b>Exchange differences on cash and cash equivalents in foreign currencies</b>	<b>93</b>	<b>(416)</b>	<b>(475)</b>	<b>(90)</b>	<b>81</b>
<b>Total cash * (Ending Bal.)</b>	<b>153,242</b>	<b>147,425</b>	<b>131,557</b>	<b>84,367</b>	<b>106,089</b>
<b>Free cash flow<sup>1</sup></b>	<b>33,083</b>	<b>14,300</b>	<b>(10,693)</b>	<b>9,108</b>	<b>(6,409)</b>

1. Free cash flow is defined as 'Cash Flow From Operating Activities' less 'Payments for Capital Expenditure'

# FINANCING UPDATE

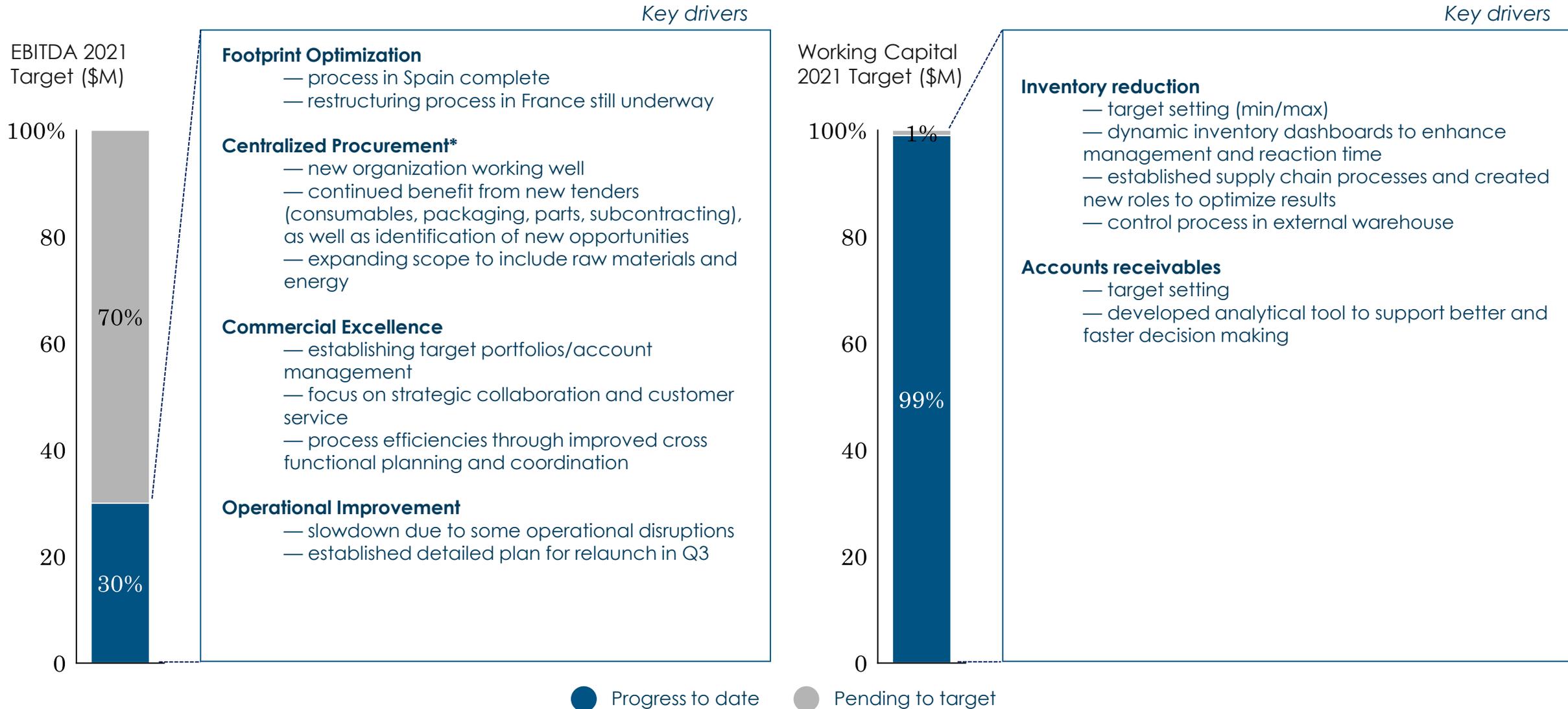
## Subsequent Events:

- July 30<sup>th</sup> marked the “Transaction Effective Date” under the lock-up agreement date March 27<sup>th</sup>
- Completion of the following financing transactions:
  - (i) Extension of the maturity of the prior Senior Notes from March 31, 2022 to December 31, 2025,
    - 98.588% of the prior notes exchanged
  - (ii) Issuance of \$60 million of new Super Senior Secured Notes
    - \$40 million closed on May 18, 2021
    - \$20 million closed on July 30, 2021
  - (iii) Issuance of \$40 million in new equity

A blue-tinted background image showing several people in business attire gathered around a table, looking at documents and using a white marker. The scene is dimly lit, focusing on the hands and papers.

### **III. Update on Strategic Plan**

# STRATEGIC PLAN DELIVERY DURING 1H-21



\*Includes Centralized Purchasing and Selling, general and administration & corporate overhead reduction (not considering headcount impacts, which are included in Footprint Optimization)  
 Note: Working capital impact measured as days of working capital in last 12 months due to sales variations; not necessarily reflected in the Balance sheet



**Q&A**

A background image showing a group of people in a meeting, with their hands and arms visible as they look at documents on a table. The image is overlaid with a semi-transparent blue filter.

## **IV. Appendix – Supplemental Information**

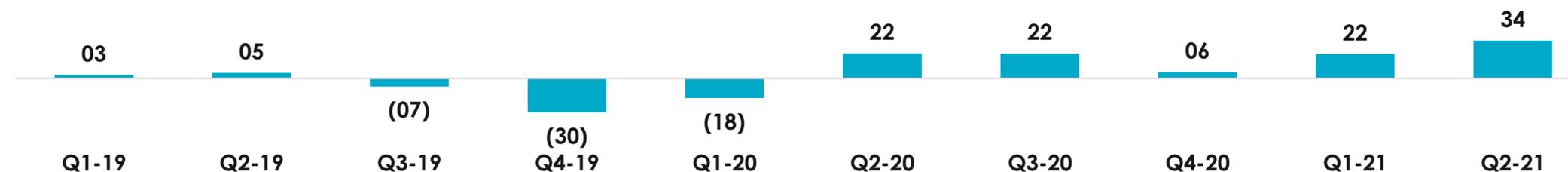
# APPENDIX

## Quarterly sales and Adjusted EBITDA

### Quarterly Sales

\$ millions	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
Silicon Metal	147	125	131	137	118	106	115	124	140	158
Silicon Alloys	137	125	104	92	90	61	65	88	104	119
Mn Alloys	122	118	107	100	72	60	55	81	85	97
Other Business	41	41	39	48	31	23	28	28	33	45
<b>Total Revenue</b>	<b>447</b>	<b>409</b>	<b>381</b>	<b>377</b>	<b>311</b>	<b>250</b>	<b>263</b>	<b>321</b>	<b>361</b>	<b>419</b>

### Adjusted EBITDA



Note: The amounts for prior periods have been restated to show the results of the Company's Spanish hydroelectric plants within (Loss) profit for the period from discontinued operations and therefore these results are also excluded from adjusted EBITDA

# APPENDIX

## Gross debt at June 30, 2021

(\$'000)	Current	Non-current	Total balance sheet	Less operating leases <sup>(1)</sup>	Less LBP Factoring <sup>(2)</sup>	Gross debt
Bank borrowings	85,015	4,871	89,886		(84,761)	<b>5,125</b>
Lease liabilities	8,709	12,995	21,704	(21,009)		<b>695</b>
Debt instruments <sup>(5)</sup>	10,858	386,060	396,918			<b>396,918</b>
Other financial liabilities	23,732	37,608	61,340			<b>61,340</b>
<b>Total</b>	<b>128,314</b>	<b>441,534</b>	<b>569,848</b>	<b>(21,009)</b>	<b>(84,761)</b>	<b>464,078</b>

Notes:

1. Operating leases are excluded from the presentation for comparison purposes and to align to the balance sheet prior to IFRS16 adoption.
2. LBP Factoring signed on October 2, 2020, net of issuance costs of \$1 million.
3. Other bank loans relates to COVID-19 funding received in France with a supported guarantee from the French Government.
4. Other government loans include primarily COVID-19 funding received in Canada from the Government for \$3.0 million.
5. Debt instruments increased in May-21 as a result of the Super Senior Notes issuance.

(\$'000)	Gross debt
<b>Bank borrowings:</b>	
PGE (3)	5,125
	<b>5,125</b>
<b>Finance leases:</b>	
Other finance leases	695
	<b>695</b>
<b>Debt instruments:</b>	
Principal Senior Notes	350,000
Super Senior Notes	40,000
Debt issuance costs	(3,940)
Accrued coupon interest	10,858
	<b>396,918</b>
<b>Other financial liabilities:</b>	
Reindus loan	57,151
Canada and other loans (4)	4,189
	<b>61,340</b>
<b>Total</b>	<b>464,078</b>

**THANK  
YOU**

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