

# Ferroglobe

Driving innovation of critical materials essential to a sustainable future.

**Investor Presentation** 

November 2023

# 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 energy and other raw materials; (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 operational risks including industrial accidents and natural disasters; (x) ability to manage a global footprint; (xi) changes in technology; (xii) ability to acquire or renew permits and approvals; (xiii) changes in legislation or governmental regulations affecting 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, 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, adjusted gross debt 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 November 7, 2023 accompanying this presentation, which is incorporated by reference herein.

# ABOUT FERROGLOBE (NASDAQ: GSM)





#### **WHO WE ARE**

- Ferroglobe is a leading global producer of silicon metal and its alloys addressing rapidly growing and dynamic diversified end-markets.
  - Solar
  - EV Batteries
  - Automotive
  - Consumer products
  - Construction
  - Energy





- World Class in the supply of silicon metal, silicon-based alloys and manganese-based alloys with a diversified product portfolio and a highquality customer base.
- Global reference in the production of silicon metal with 14% of global production capacity.
- Innovation, quality and sustainability our levers of growth and company's commitment.
- Fundamental corporate priorities of safety, operational excellence and customer focus.



#### WHERE WE ARE

- We have manufacturing plants & offices in Canada, France, Norway, South Africa, Spain and the United States of America. We also have operations in Argentina, China and Venezuela.
- We serve our customers worldwide, providing prime quality, supply reliability and technical support around the world.
- We have 26 electrometallurgy production centers and mine sites on four continents with 69 furnaces worldwide.

# FERROGLOBE, A LEADING GLOBAL PLAYER





- Global **leadership** in an attractive industry —
  Unrivalled workforce with generations of know-how
- Unique **operational footprint** servicing global customers locally
- Attractive **product portfolio** servicing customers across diversified end markets
- Track record of **innovation** —

  Development of next generation products
- Robust strategy to drive sustainable growth



# FERROGLOBE INVESTMENT HIGHLIGHTS LONG-TERM GROWTH COMBINED WITH UPCOMING CAPITAL RETURN POLICY

- Well Positioned To Capture Growth In Solar And High-performance EV Battery Markets
- Growth Opportunities are Accelerated By Catalysts Such As Onshoring Trends, The Inflation Reduction Act (IRA), CHIPS Act and Energy Transition Initiatives, All Boosting Silicon Metal's Role In The Solar Value Chain
- Successful Turnaround Under New Management, Now Driving Growth With A Focus On Strategy Execution
- Strategically Located Facilities Around The World With A Low-cost Advantage in Serving Customers Globally And Provide Flexibility To Address Energy Market Volatility
- Strong Balance Sheet With Record low Gross Debt of \$237 million
- Implementing Capital Return Policy in the first quarter of 2024, Details to be announced in February



## MARKET LEADERSHIP AND GEOGRAPHIC DIVERSIFICATION POSITION THE COMPANY FAVORABLY FOR THE FUTURE

#### Silicon Metal



#### Silicon-Based Alloys



#### **Manganese-Based Alloys**



Market position

#1 merchant producer in the world (excluding China)
#1 in the US and Europe

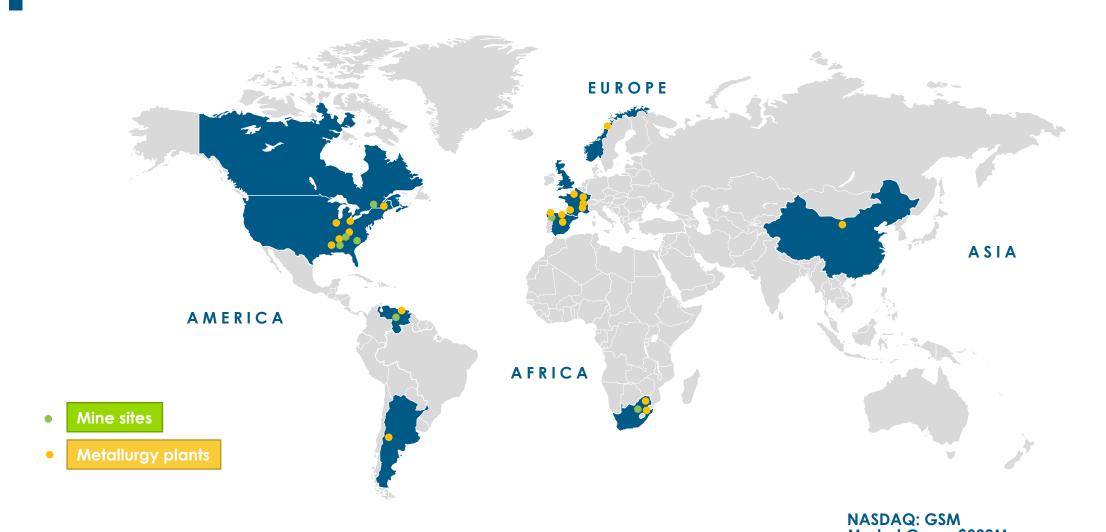
#1 in North America #2 and Europe #2 in Europe

#### Capacity by Geography<sup>1, 2, 3</sup>

	Europe			_			
(kt)	Spain	France	Norway	North America	South America	South Africa	Total
Silicon metal <sup>3</sup>	43,000	141,000	-	93,160	-	51,000	328,160
Silicon-based Alloys	71,000	47,000	-	92,000	26,000	66,000	302,000
Manganese-based Alloys	307,500	140,000	114,000	-	-	-	561,500
Total <sup>4</sup>	421,500	328,000	114,000	185,160	26,000	117,000	1,191,660

# FERROGLOBE'S GLOBAL INDUSTRIAL FOOTPRINT





Market Cap: ~\$900M Employees: ~3.500

# FERROGLOBE PRODUCES A UNIQUE COMBINATION OF VALUE-ADDED METALS AND FERROALLOYS



Silicon Metal



Silicon-Based Alloys



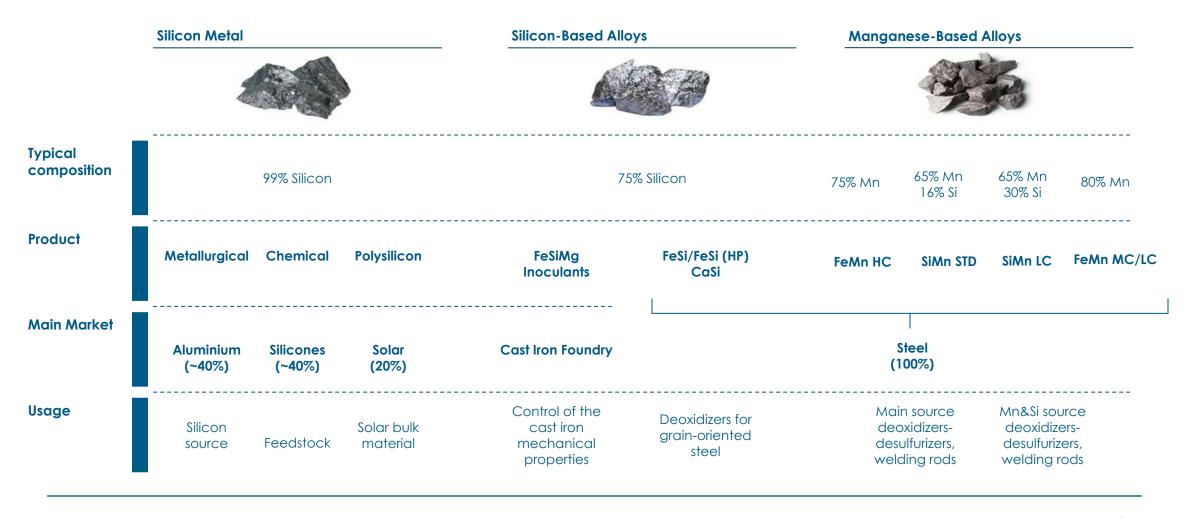
Manganese-Based Alloys



- Critical input for hundreds of industrial and consumer products Silicon metal now on critical materials list in the E.U. and U.S.
- No substitute for our products needed to achieve certain properties
- Attractive growth opportunities —
  Strong near-term demand supported by megatrends
- High barriers to entry —
  Capital investment, technical expertise, logistics, environmental regulations
- Blue-chip customers across diversified end markets

# OUR PRODUCTS ARE CRITICAL INPUTS TO A DIVERSE END MARKETS





# FERROGLOBE IS AT THE FRONT END OF A VALUE CHAIN ACROSS DIVERSIFIED END MARKETS

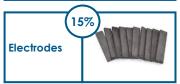


#### **Vertically Integrated Production**

#### 1 | Raw Materials

Extraction of raw materials through mining facilities across the world











#### 2 | Smelting

Owns and operates efficient furnaces engaged in the smelting process





#### 3 | Metals/Alloys

Key products are: (i) silicon metal, (ii) manganesebased alloys and (iii), silicon-based alloys



Silicon metal



Manganese-based alloys



Silicon-based alloys

#### 4 | Customers

Key products are: (i) silicon metal, (ii) manganesebased alloys and (iii), silicon-based alloys



**Aluminum Producers** 



**Chemical producers** 



Silica fume



Steel producers

#### 5 | End Products

Aluminum/ Auto



Silicones



Solar PV



Semiconductor



Steel



**Ductile Pipes** 



Approximate % self-supplied

## 🙀 Ferroglobe

## SILICON METAL IS CRITICAL FOR THE ALUMINUM, CHEMICAL AND PHOTOVOLTAIC INDUSTRIES

#### **Customers**

#### **Aluminium** (primary/ secondary producers)









#### **End-markets**

#### **Transportation**





**Automotive** 



Plane seats









**Transportation** 

Silicon Metal

#### Chemicals

(various e.g. rubber, fluids, coating)











#### **Electronics**/ electrical

Engine cylinder blocks



#### Medicine/ cosmetics





#### Construction **Materials**





Caulks



Aerospace Automotive

#### **Polysilicon** (made into silicon ingots & wafers)













#### Solar Photovoltaic



#### **EV** Batteries



#### **Semiconductors**





Electronics and appliances

## SILICON-BASED ALLOYS ARE ESSENTIAL TO A NUMBER OF END MARKETS WITHIN THE STEEL INDUSTRY



#### **Customers**

#### **Ferrosilicon**

Steel (stainless. carbon, alloy, green steel)





#### **End-markets**

#### **Transportation**



Train wheels

(carbon)



landing gear

(stainless)



allov)

**Machinery** 

**Others** 



Medical equipment (e.g. dental, kidney dishes)



Freezer finishes

Silicon Based Alloys Calcium Silicon



wires)







**AKSteel** 







#### Construction



Building structure

#### **Automotive**



Chassis & body work

Mining



Seamless tubes

**Foundry** 













#### **Machinery**



iron cast





Main frame, motor hub made with

#### **Automotive**





Crankshaft

Piston

Railroad

Construction/





**Pipes** (e.g. sewer)

## MANGANESE-BASED ALLOYS ARE ALSO VITAL INPUT FOR VARIOUS STEEL APPLICATIONS





Ferro-

Silicomanganese

#### **Customers**

Steel (Flat rolled)

Steel

(carbon, alloy)









**ACERINOX** 

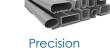




#### **End-markets**

#### Construction











Vehicle exterior sheets

#### **Domestic appliances**



**Automotive** 







#### **Machinery**

Staircases







Shovel buckets

#### Construction



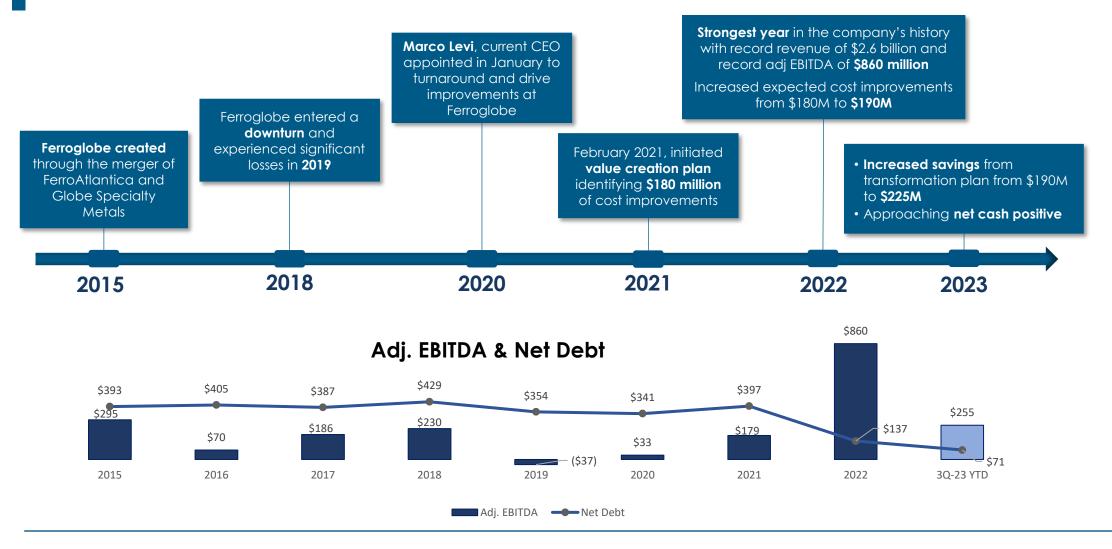


**Building structures** 

Rail switches and crossings



# FERROGLOBE'S SUCCESSFUL TURNAROUND THROUGH TRANSFORMATION PROCESS





# OUR STRATEGIC OBJECTIVE



Our strategic objective is to become the reference in silicon metal and ferroalloys by innovating and creating value to all our stakeholders.

**Ferroglobe** 



Ferroglobe is a value-creating company that strives to generate sustainable profitability.



As a reliable and competitive player, Ferroglobe produces the most innovative materials to ensure high quality, safety, technical expertise and environmental care while improving productivity in all operations.



## FERROGLOBE MOVING TO GROWTH PHASE – SOLAR & EV BATTERIES

## Transformation essentially completed

## Optimizing cost and capital management

- Footprint and product optimization
- Continuous improvement
- Centralized sourcing
- Working Capital efficiency

#### Commercial excellence

 Shift toward value-added, specialty products

## 2 Executing on growth opportunities

#### Secured high-quality quartz supply

 Completed South Carolina Mine acquisition in October in the US

Actively developing partnerships and alliances to enhance opportunities

Solar and advanced EV Batteries

Assisted US Senators to propose ferrosilicon import restrictions

• Bill introduced in Senate proposing 35% tariff on Russian ferrosilicon

## 3 Accelerating green transition

## Strong long-term trends in solar & batteries

Significant growth rates globally

## Green value chain moving away from China

 The West investing heavily to secure strategic supply chain

## Governments are key partners in funding growth

 US and European governments facilitating domestic investment

Ferroglobe transitioning to become a long-term growth company



Leading Silicon metal and alloy provider in the West



Government recognizing importance of critical materials



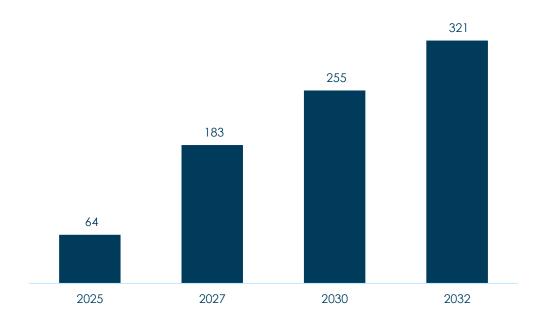
Accelerating green transition to solar/advance battery technologies





Projected 2021-2032 Silicon Metal
Required to Meet New US Solar Installations, kt<sup>(1)</sup>

- US Solar since IRA passed, 155 GW new production capacity announced<sup>(2)</sup>
- Expected Solar CAGR of 21% from 2021 to 2032<sup>(1)</sup>
- SEIA expects installed **solar capacity** to **triple** over the next **5 years**
- **65GW** of energy **storage** manufacturing capacity announced since IRA passed<sup>(2)</sup>

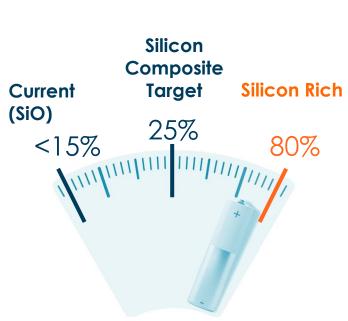


Source: (1) Industry & Company estimates, (2) Solar Energy Industries Association (SEIA)



### SIGNIFICANT GROWTH IN ADVANCED EV BATTERIES

#### Silicon content % in battery anode



New strategies and specific components to mitigate expansion issue

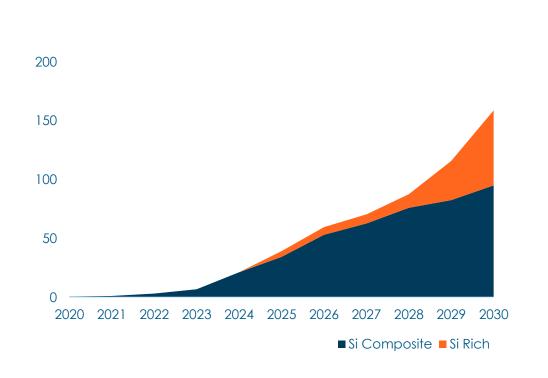
Silicon Rich Expected CAGR of 56% from 2023 to 2030 (excl. China)

EU and NA expected to onshore silicon supply chain

Silicon offers **lower carbon footprint** vs graphite

Silicon offers **cost advantage** vs Si containing alternatives

#### Silicon for batteries demand<sup>1</sup> (kt per annum)



# A NEW ORGANIZATION BASED ON NEW COMPANY CULTURE AND FOUR CORE VALUES



#### **NEW COMPANY CULTURE**

Recognize Employee **Performance** 

**Empowering** our People

Employee **Loyalty** 



#### **FOUR CORE VALUES**

Collaboration



Respect



**Leading Change** 



**Ownership** 





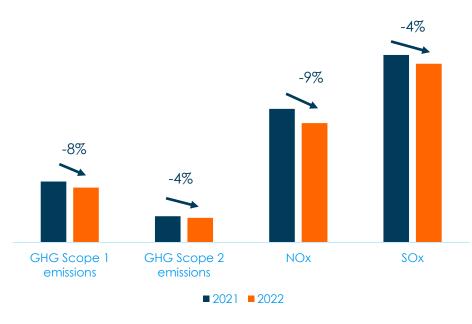
#### **ESTABLISHED DEDICATION TO ESG**

#### **Increased Use of Renewable Energy**

# Electricity from renewable sources Self-generated energy (CO-rich waste

**■** 2021 **■** 2022

#### Reduced Emissions of GHG, NOx and SOx



- Improved board governance structure 55% independent directors and 27% of board members are women; all board committees fully independent
- Strong focus on employees' health and safety
- Steadfast commitment to diversity, equity and inclusion

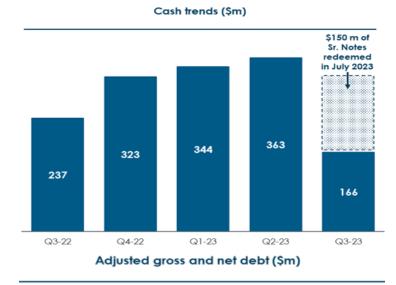
gas)

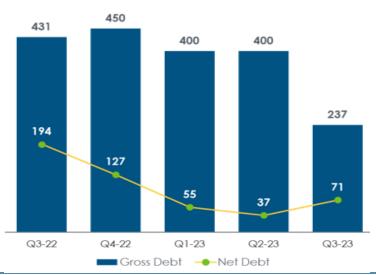




## **FINANCIAL HIGHLIGHTS**

- Successfully deleveraged the balance sheet, reducing gross debt from \$450 million in Q4-22 to \$237 million in Q3-23
- Redeemed \$150 million of Senior Secured Notes in July '23, lowering gross debt to a record low of \$237 million
- Dramatic improvement in Adj. EBITDA margins as a result of new management's execution of turnaround plan
- Reported strong Q3-23 Results
  - Adj. EBITDA \$104 million; YTD Adj. EBITDA \$255 million
  - Sales \$417 million
- Adj. EBITDA margins increased from 6% in Q1-21 to 25% in Q3-23, reaching 36% during peak cycle







## INVESTMENT SUMMARY STRONG BALANCE SHEET WITH LONG-TERM GROWTH OPPORTUNITIES

- Strong Growth in Solar and Electric Vehicle Battery Markets
- Significant Growth Opportunities Driven By Catalysts Such As Onshoring Trends, The Inflation Reduction Act (IRA) and Energy Transition Initiatives, All Boosting Silicon Metal's Role In The Solar Value Chain
- Successful Turnaround Under New Management, Now Driving Growth With A Focus On Strategy Execution
- Strategically Located Facilities Around The World With A Low-cost Advantage in Serving Customers Globally And Provide Flexibility To Address Energy Market Volatility
- Strong Balance Sheet With Gross Debt Reduced To a Record low \$237m, Approaching Net Cash Positive
- Implementing Capital Return Policy in the first quarter of 2024, Details to be Announced in February

Stock Symbol:	GSM					
Exchange:	Nasdaq					
Recent Price:	<b>\$4.70</b> (a/o 11/08/23)					
52 Week Range:	\$3.64 - \$6.36					
Market Cap:	<b>\$897M</b> (a/o 11/08/23)					
Diluted Shares Outstanding:	190.5M					
Free Float:	86.1M					
Average Daily Volume:	1M					
Insider Ownership:	40.9%					
Total Cash:	<b>\$166M</b> (a/o 09/30/23)					
Total Debt:	<b>\$237M</b> (a/o 09/30/23)					
Enterprise Value:	<b>\$968M</b> (a/o 11/08/23)					
2023 Adj. EBITDA Guid.	\$270 – 300 Million					



#### **ADJUSTED EBITDA RECONCILIATION**



#### Adjusted EBITDA (\$,000):

	Quarter Ended September 30, 2023		Quarter Ended June 30, 2023		Quarter Ended September 30, 2022		Nine Months Ended September 30, 2023		Nine Months Ended September 30, 2022	
Profit attributable to the parent	\$	40,884	\$	31,908	\$	97,628	\$	93,779	\$	434,117
Profit (loss) attributable to non-controlling interest		3,229		4,156		1,212		11,862		570
Income tax expense		23,399		20,520		37,184		53,380		140,207
Net finance expense		9,165		895		16,630		21,041		41,914
Exchange differences		(1,258)		5,367		1,770		2,654		14,045
Depreciation and amortization charges, operating										
allowances and write-downs		19,000		16,452		19,719		53,442		61,012
EBITDA		94,419		79,298		174,143		236,158		691,865
Impairment		1,035		887				1,676		_
Restructuring and termination costs		5,535		_		_		5,535		9,315
New strategy implementation				(77)		7,354		1,973		24,592
Subactivity		3,507		2,373		3,796		9,595		3,796
PPA Energy				23,193				_		
Adjusted EBITDA	\$	104,496	\$	105,674	\$	185,293	\$	254,937	\$	729,568





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