ACERINOX Q2 2020 RESULTS PRESENTATION

29 JULY 2020





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How acerinox faced COVID-19?



- Crisis Committee (end February 2020)
- Action Protocol First steel company certified by AENOR for its protocols against COVID-19
- Safety and prevention measures
- Secured liquidity
- Refinancing to anticipate future renewals and extend maturities
- Secured the supply chain
- Operating performance, cost control, capital allocation and FCF focus
- Reinforcement of the communication with Board of Directors
- Home working where possible
- Success in communication and collaborative tools: keeping our people connected

We prepared early and acted decisively

H1 Main Financial Figures

Million EUR

	H1 2019	H1 2020	Variation H1 2020/H1 2019
Net Sales	2,442	2,331	-5%
Adjusted EBITDA (1)	186	179	-4%
EBITDA	186	165	-12%
Adjusted EBIT (2)	100	90	-9%
EBIT	100	34	-66%
Results before Taxes and Minorities	98	22	-77%
Results after Taxes and Minorities	69	2	-97%
Operating cash flow (before investments)	104	75	-28%
Net Financial Debt (3)	642	872	36%
Employees	6,836	8,385	23%



VDM integration

Cost reduction on a like for like basis (Stainless Division)

Personnel: -9%Operating: -18%

Strong operating cash flow generation: 75 million EUR

Liquidity amounted to 1,734 million EUR

⁽¹⁾ EBITDA stripping out 14 million EUR for the expenses of the purchase of VDM

⁽²⁾ EBIT stripping out 14 million EUR for the expenses of the purchase of VDM and 43 million EUR for the impairment of Bahru Stainless

⁽³⁾ Includes 313 million EUR for the purchase of VDM and the consolidation of 85 million EUR of the company's debt





Q2 MARKET HIGHLIGHTS

- Q2 severely impacted by COVID-19
- Raw material prices recovered through quarter

Europe

- Imports market share steady at 22% (flat products)
- Base prices lower QoQ
- Flat products apparent demand fell 28% QoQ
- Provisional HR antidumping measures approved

USA

- Flat products apparent demand fell 22% QoQ
- Inventories remain low in absolute terms
- Imports remain low (Section 232)
- Stable prices

Asia

- Continued irrational overproduction against the backdrop of very weak demand
- Inventories remain high
- Prices marginally lower QoQ

Q2 ACERINOX HIGHLIGHTS

- Robust Q2 adjusted EBITDA, 94 million EUR
 - +11% QoQ
 - -2% YoY
- Costs down 19% QoQ on a like for like basis
- Strong operating cash flow, 111 million EUR
- Working Capital reduced by 63 million EUR
- Net debt remains firmly under control at 872 million EUR
- Liquidity position improved QoQ (1.7bn vs 1.5bn)
- Q2 Production:
 - -26% melting production QoQ
 - -22% melting production YoY
- Downward inventory adjustment of 20 million EUR
- Impairment in Bahru Stainles of 43 million EUR due to COVID-19

Q2 Main Financial Figures

Million EUR

	Q1 2020	Q2 2020 (1)	Variation Q2 2020/Q1 2020
Net Sales	1,159	1,172	1%
Adjusted EBITDA (2)	85	94	11%
EBITDA	85	80	-6%
Adjusted EBIT (3)	44	46	3%
EBIT	44	-11	
Results before Taxes and Minorities	41	-19	
Results after Taxes and Minorities	28	-26	
Operating Cash Flow (before investments)	-36	111	
Net Financial Debt (4) Employees	854 6,507	872 8,385	2% 29%



Lower activity due to COVID-19

Low level of prices

Cost control

Strong cash generation

Negative inventory adjustment 20 million EUR

Impairment of 43 million EUR in Bahru

⁽¹⁾ The purchase of VDM took place on March 17. The second quarter includes VDM results from March to June

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⁽⁴⁾ Includes 313 million EUR for the purchase of VDM in Q1 and the consolidation of 85 million EUR of the company's debt in Q2

Figures by division



Million EUR

	Stainless Group			High Performance A		
Million euros	Q1 2020	Q2 2020	% Var Q2/Q1	Q2 2020 (1)		
Melting production (thousand Mt)	599	417	-30%	25		
Net sales	1.159	894	-23%	279		
Adjusted EBITDA (2)	85	71	-16%	23		
Adjusted EBITDA margin	7%	8%		8%		
EBITDA	85	57	-33%	23		
EBITDA margin	7%	6%		8%		
Amortization and Depreciation	41	40	-2%	7		
Adjusted EBIT (3)	44	31	-30%	15		
Adjusted EBIT margin	4%	3%		6%		
EBIT	44	-26		15		
EBIT margin	4%	-3%		6%		

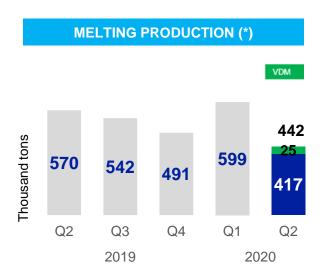
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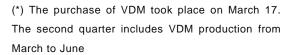
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Very robust performance as demand collapsed

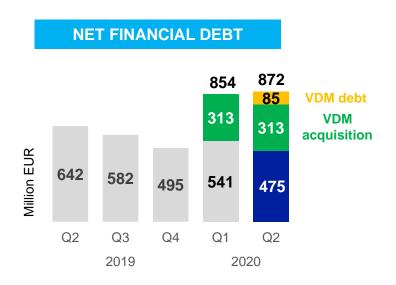








(*) EBITDA stripping out 14 million EUR for the expenses of the purchase of VDM in the second quarter of 2020



Lower activity due to COVID-19

Consistent EBITDA sustained through quarters

Net debt relatively stable QoQ due to:

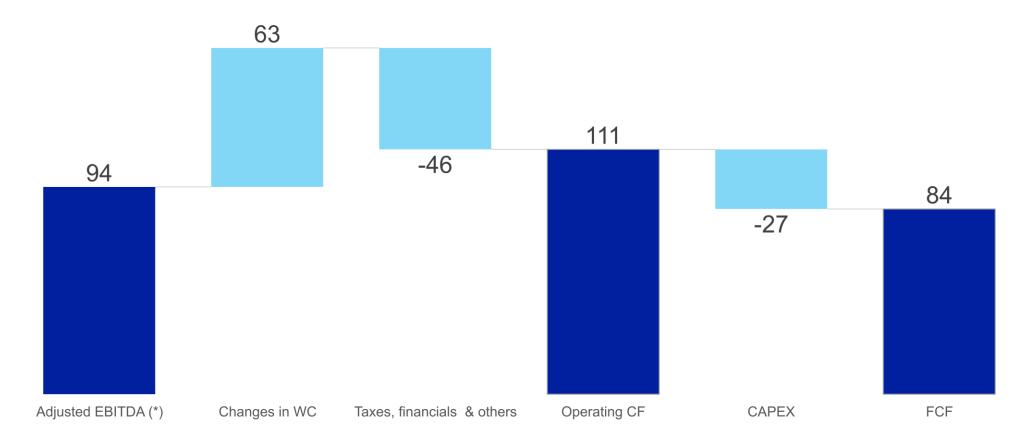
Strong cash generation

85 million EUR consolidating VDM debt

Another strong quarter of FCF generation



Million EUR



^(*) EBITDA stripping out 14 million EUR for the expenses of the purchase of VDM in the second quarter

Update on VDM integration process



On March 17 Acerinox closed the purchase of VDM Metals

Transition process to ensure business continuity and prioritize the long-term vision

The current work plan is divided into 20 areas and includes a specific integration team

The 3 year synergy target has risen from 14 to 22 million EUR. We do not rule out further areas for improvement

Despite the difficulties due to travel restrictions, the objectives are being met within the established time frame thanks to the effort and commitment of the work teams





What did we do in Q2?

Focus beyond Q2

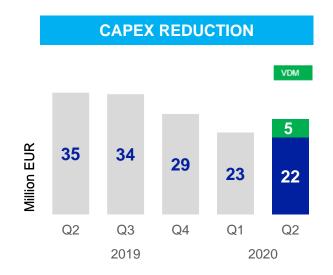
Our long term strategy remains intact

What did we do in Q2?

FCF focus remains a priority



Personnel cost VDM Consolidated Group Stainless Steel Group 147 147 102 Q1 2020 Q2 2020



WORKING CAPITAL MANAGEMENT

Inventories reduction: 95 million EUR

Trade debtors reduction: 93 million EUR

Trade creditors reduction: 139 million EUR

Working capital reduction: 50 million EUR

Operating cost



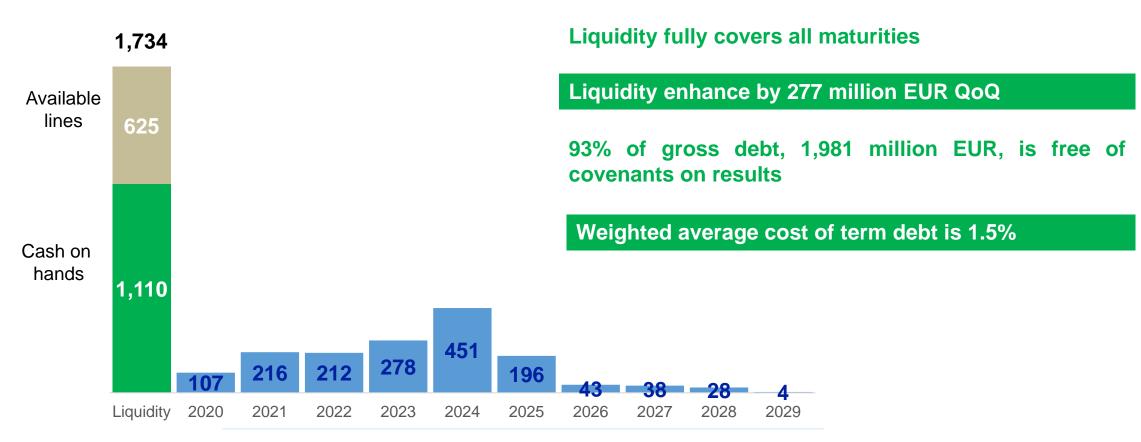
- Personnel cost down 11% like for like
- Operating cost down 24% like for like
- CAPEX discipline maintained
- Significant working capital reduction

What did we do in Q2?

Strength of liquidity remains key

Million EUR





Long-term maturities: 1,575 million EUR



Focus beyond Q2 - operational performance and FCF

Million EUR

- 1. Labour agreements to maintain cost flexibility
- 2. Ongoing focus on cost control
- 3. Focus on adding value through high performance alloys
- 4. Efficient working capital management
- 5. CAPEX control

Focus will be on operational performance and FCF generation keeping our long term strategy

Our long term strategy remains intact

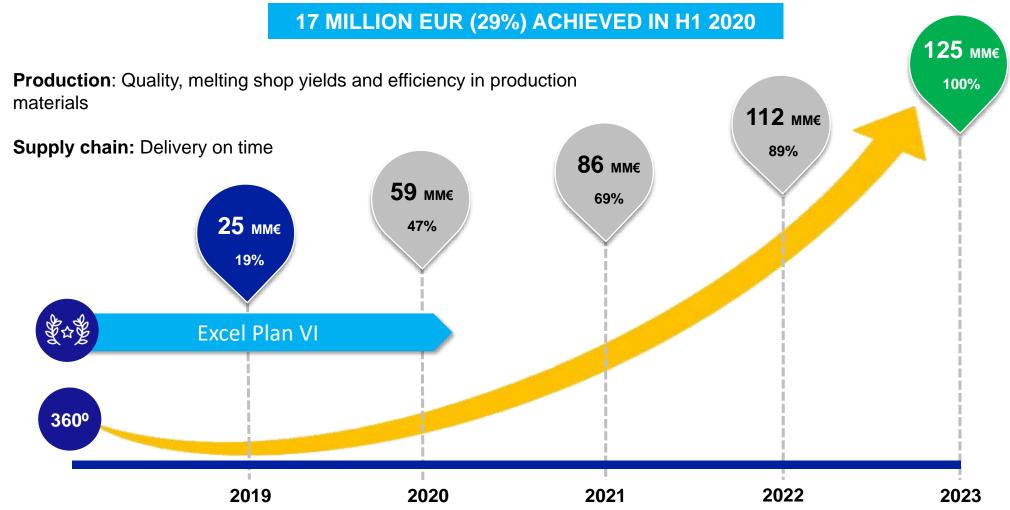




- Intense balance sheet focus that allow us an efficient capital allocation
- Constantly improving due to digitalization and 360° planning, cost reduction programs and optimizing the commercial network
- Added value enhanced by VDM metals and constant review of all the assets of the Group
- Sustainability is the core of our business model
- Acerinox is Circular Economy

Our long term strategy remains intact - Excellence 360°









- The remainder of 2020 will continue to be very challenging
- We have probably past the worst but the speed and the strength of the recovery remains impossible to predict
- Signs of recovery emerging in the European stainless steel market
- Faster recovery in the North America stainless steel market
- Slowdown in the High Performance Alloys sector in Q3
- In Q2 we acted decisively to take out costs and further boost liquidity
- As always, we will continue to control the controllable aspects of our business as priority
- Operating performance and capital allocation are the key focus of management attention
- VDM integration progressing well which will allow us to enhance our earnings in the long term
- Regardless of the environment we will never lose sight of our long term strategy
- We expect Q3 EBITDA broadly in line with Q2 reported EBITDA



VALUE CREATION FOR ALL STAKEHOLDERS





A new global leader in stainless and high performance alloys



Acerinox is a global leader in stainless steel

VDM Metals is a global leader in high performance alloys

Acerinox + VDM Metals add growth opportunities





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ACERINOX

2019 Acerinox

- Acerinox is the most global stainless steel manufacturing in the world
- Presence on five continents, factories on four of them, supplying to customers in 81 countries
- The marketing and sale of the products is carried out through a network consisting of service centres, warehouses, offices and commercial agents



2019 Acerinox: Global Presence

PRESENCE IN 56 COUNTRIES IN THE 5 CONTINENTS





6,709

EUROPE 3,207 AMERICA 1,541 AFRICA 1,298 ASIA/OC 663

Source: WTO, ISITC, CRU, ACX

Acerinox: History



1970, incorporation of ACERINOX, S.A.(Spain)

1990, incorporation of NORTH AMERICAN STAINLESS (USA)	
2002, incorporation of COLUMBUS STAINLESS (South Africa)	

Acerinox, S.A. I.D.C.	76% 24%	
S.A.	98%	

100%

2009, incorporation of BAHRU STAINLESS (Malaysia)

Acerinox, S.A. 98% Hanwa (Metal One Corp) 2%

Acerinox S.A.

2020, incorporation of VDM Metals (Germany)

Acerinox S.A. 100%



MAIN ACERINOX SHAREHOLDERS

Corporación Financiera Alba, S.A. 18.96%
Nippon Steel Stainless Steel Corp. 15.49%
Industrial Development Corp. (I.D.C.) 3.04%
Bravo Andreu, Daniel 3.00%

Source: CNMV (07/28/2020)

Strategic Lines

Acerinox Principles And Values



VISION

Presence on global Wide product mix, both Continuous search of Belief on a Growing consumption leading projects. on steel types, products product excellence. Stainless Steel specialists No replacement Empower Acerinox leader product and finishes. R+D+i programs in every brand. Fixed costs control. Technological innovation. Continuous research Light structure. Flexibility Continuous improve Operative Integrated Mills with Continuous equipment on production and programs on variable of the better quality Excellence optimal layout improve, with the latest commercial management. costs. at the lower cost technologies Excellence Plans. Exclusive and owned Strategic Mills location. Continuous Global commercial network. Organic growth Production on 4 internationalization Presence Societies in the 5 continents process continents. Controlled profit Financial awareness Ensure an adequate and Financial Accomplishment of reinvestment. Low leverage Liquidity competitive dividend to Strength financial ratios Investment plan Balance strength shareholders Capex 2015-2018 Maximum grade "A" at Implementation of "Carbon Disclosure environmental footprint Global leader on **Social Commitment** Sustainability "Zero Accidents" policy Project" (CDP) programs. Responsible climate change High marks at GRI use of resources. program

Pillars

Drivers

Our Main Product: Stainless Steel



Is an alloy of iron + chrome (≥ 10.5%) + carbon (≤ 1.2%)

chrome allows the formation of a thin and invisible film on the steel surface, that prevents corrosion to the material

Benefits of Stainless Steel						
Excellent corrosion resistance	Long term value	Easy cleaning	Durability	100% recyclable		
Impact and mechanical resistance	Fire and heat resistance	Visual attractiveness	Strength-to-weight advantage	Minimal maintenance		

Carbon Steel

Stainless Steel Grades

	IRON				PRODUCTION
	+ CARBON	+ CHROME	+ NICKEL	+ MANGANESE	
Ferritic	<0.1%	16-18%		<2.0%	25%
Austenitic 200 series 300 series	<0.1% <0.1%	17-20% 17-20%	1-6% 6-22%	5.5-10%	20% 53%
Duplex	<0.03%	22-23%	4-7%	< 2 %	2 %

Growth of stainless steel and alternative metalic materials

Stainless Steel
Lead
Cooper
Zinc
Aluminium
Source: ISSF

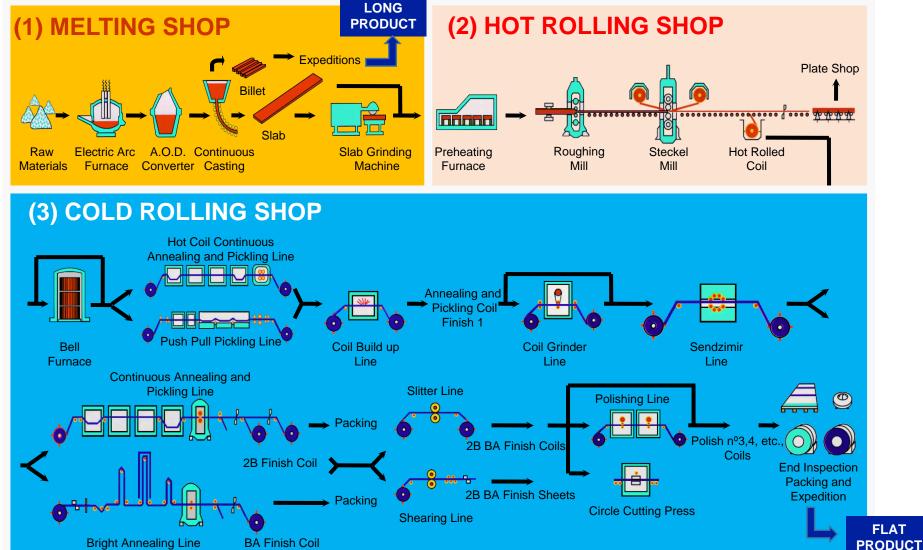
Source: ISSF

2.49%

Average 2.56%

ACERINOX

Stainless Steel Production Process



Acerinox Products



FLAT PRODUCT



NAS



1970 | Spain

Melting Shop Hot Rolling Shop Cold Rolling Shop



1990 | USA

Melting Shop Hot Rolling Shop Cold Rolling Shop





2002 | South Africa

Melting Shop Hot Rolling Shop Cold Rolling Shop





2009 | Malaysia

Cold Rolling Shop

LONG PRODUCT







Hot Rolling Finished Product





1990 | Spain

Finished product





2003 | USA

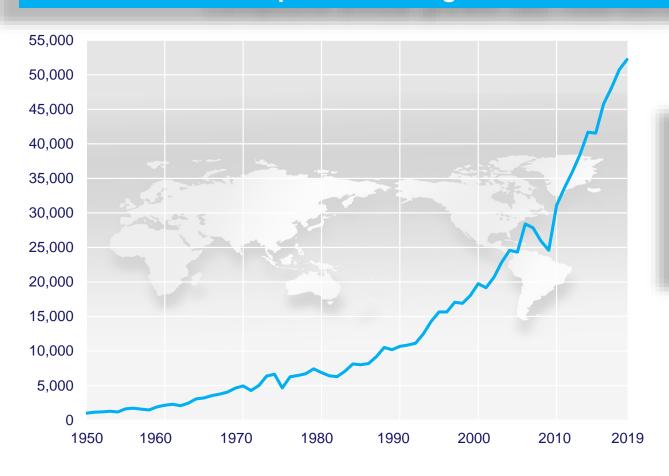
Hot Rolling
Finished Product
Integrated with the flat product
plant

Stainless Steel World Production

ACERINOX

Thousand Mt

Compound annual growth rate 1950–2019: + 5.9%



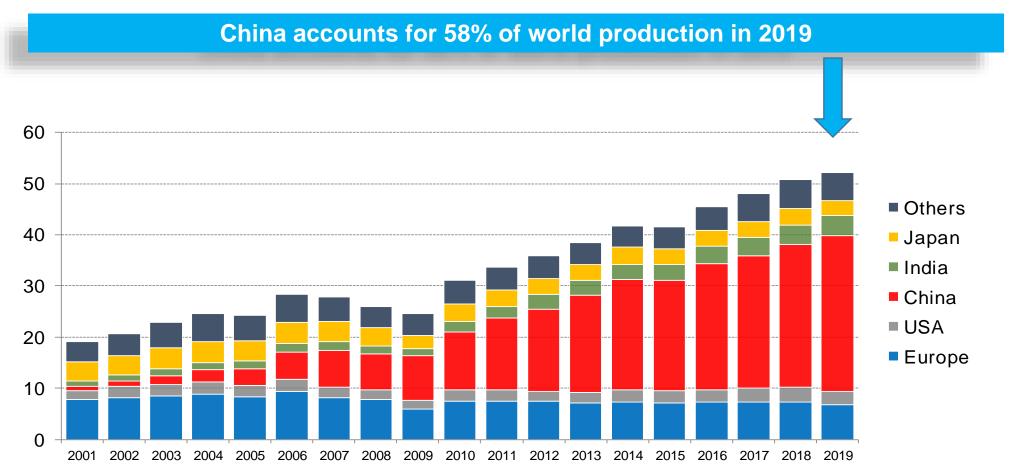
World production of Stainless Steel in 2019: 52.2 million mt

Source: ISSF and Acerinox

Stainless Steel World Production



Million Mt



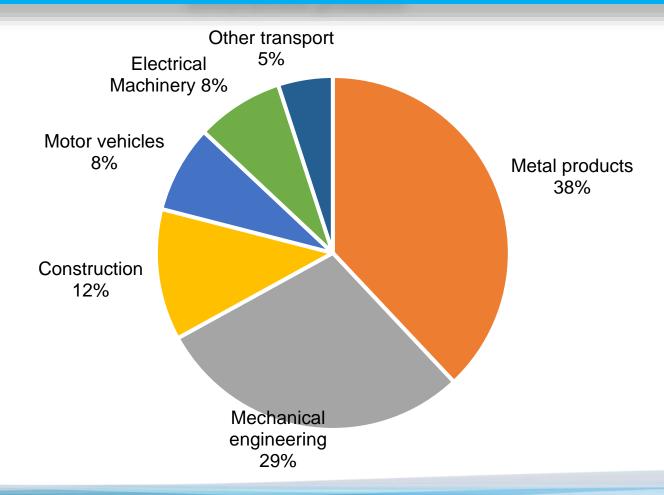
Others: Brazil, Russia, S. Africa, S. Korea, Indonesia

Source: ISSF



Stainless Steel Use Per Sector, 2019

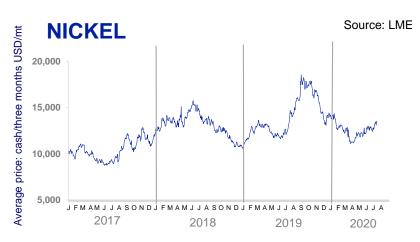
Diversified product

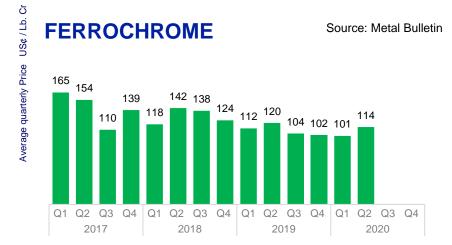


Market Performance: Prices









Stainless steel cold rolled sheet prices aisi 304 2.0 mm



Acerinox Stainless Steel Production

Thousand Mt



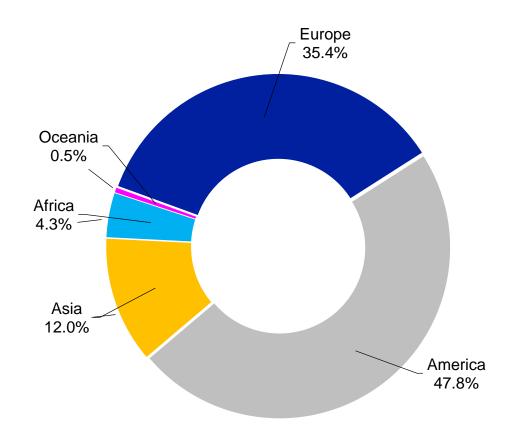
Acerinox has three full integrated plants 2,519 2,475 **MELTING SHOP** 2,440 2,320 2,231 2015 2016 2017 2018 2019 **HOT ROLLING** 2,231 2,209 2,120 2,039 1,951 2015 2016 2017 2018 2019 **COLD ROLLING** 1,752 1,738 1,716 1,609 1,607 2015 2016 2017 2018 2019



Acerinox Stainless Steel Division: sales geographical mix

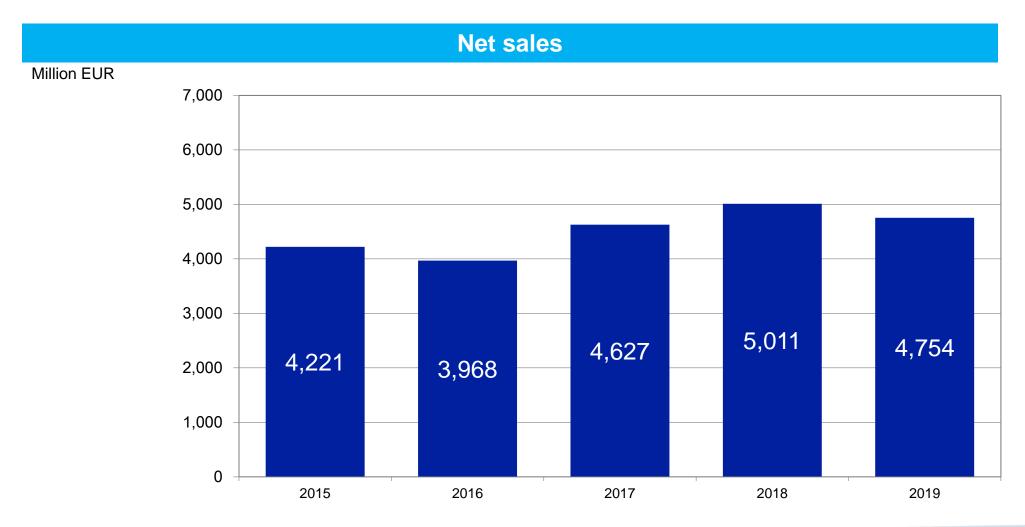
Presence in 5 continents

Year 2019







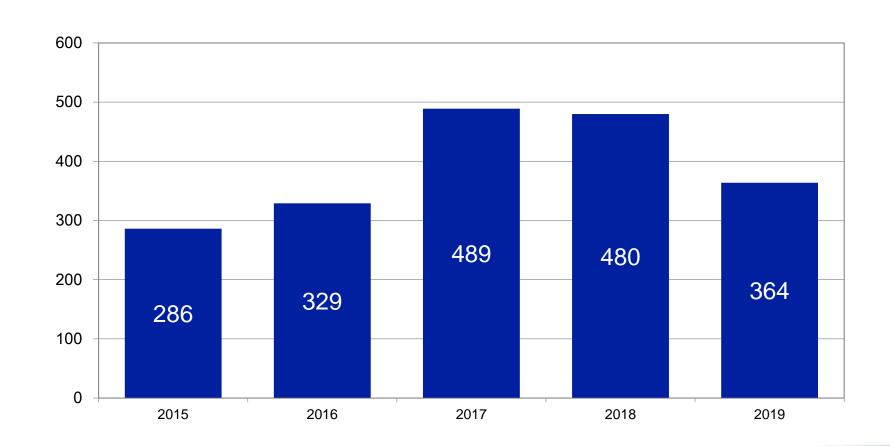






EBITDA

Million EUR

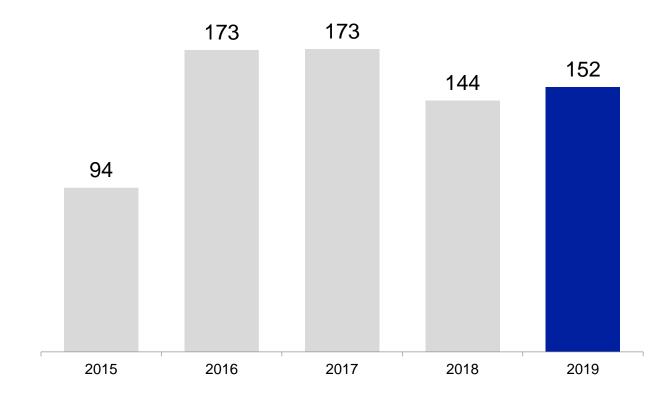






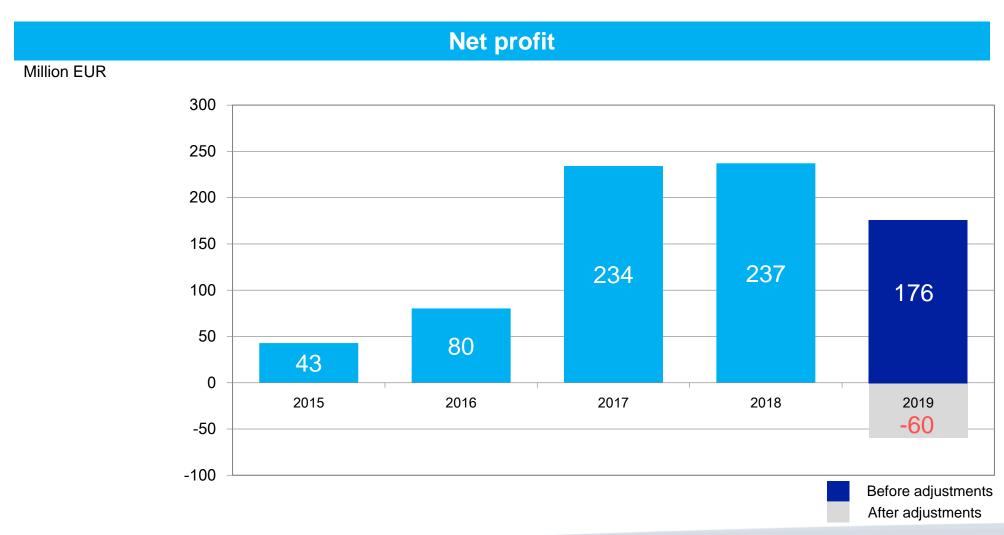
CAPEX 2015-2019

Million EUR







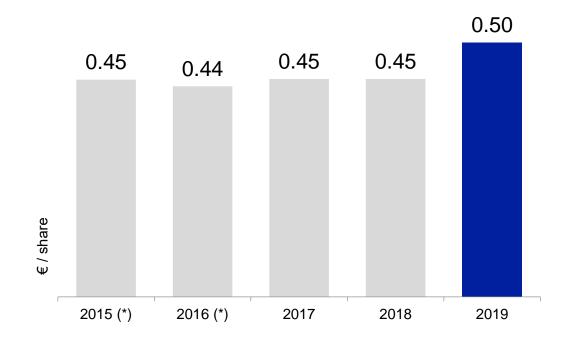






Return to Shareholders

(*) Scrip dividend



A new global leader in stainless and high performance alloys



Acerinox is a global leader in stainless steel

VDM Metals is a global leader in high performance alloys

Acerinox + VDM Metals add growth opportunities

About VDM Metals



Technology Leader in High Performance Alloys for Mission-Critical Applications

7 Production Facilities in Germany and the US

12 Subsidiaries, 6 Sales Offices, 4 Service Centres, 18 Agents

62 Alloy Patent Applications

Global leader in High Performance Alloys

Serving International CPI, O&G, Automotive, E&E and Aerospace End Markets

€97 million

FY 2018/19 (1) Adjusted EBITDA (2) €852 million

FY 2018/19 (1)
Production Sales

11%

FY 2018/19 ⁽¹⁾ Adjusted EBITDA Margin > 1,700 Customers

> 2,000 Employees

Note:

- 1. Fiscal year ending on 30 September 2019
- 2. Excluding non recurrent items

CPI: Chemical, Processing Industry

O&G: Oil and Gas

E&E: Electrical and Engineering





Why does VDM Metals add value?

Market leader with growth Potential

Technology innovation and product excellence

- Globally #1 in high performance alloys market
- Reputation of excellence and strong brand name
- Significant growth potential in specialty alloys
- Innovation leader with excellent R&D know-how
- Company with the most product patents in the Industry
- Able to supply a full spectrum of high quality specialty alloys

Why does VDM Metals add value to Acerinox Group?

Enhancement and diversification of product mix and synergy potential

- Complementary product with similar end uses
- Expertise in projects and tailor-made solutions
- Boost sales with a wider product portfolio
- Potential to create an R&D leader
- Potential synergies of at least €22 million per annum
- Synergies beyond synergies

High Performance Alloys: not always visible but always indispensable now and for a sustainable future



Sophisticated niche products with high growth potential



Demand for high performance alloys



High performance alloys is a strong growth market

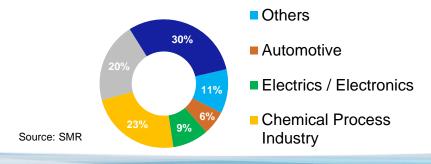
Specialty Alloys' Market (excl. Seamless Tube)

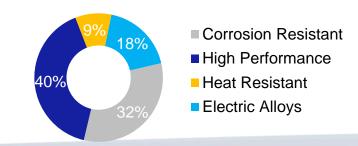


Market (000' tonnes)

Market Breakdown by End-User (2018)





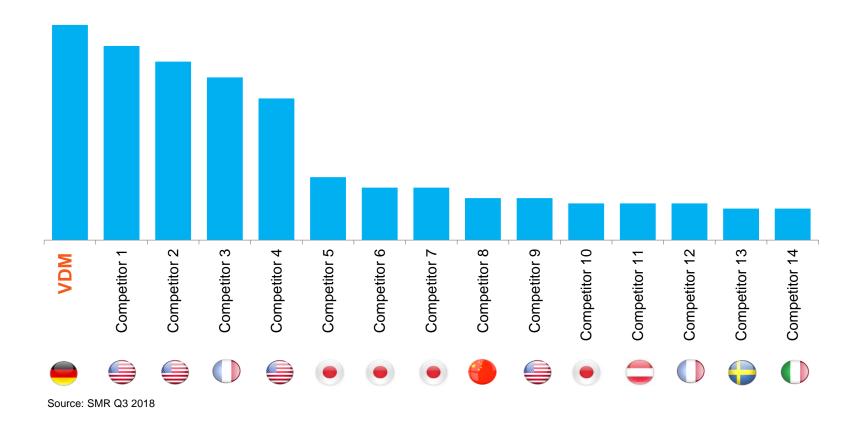






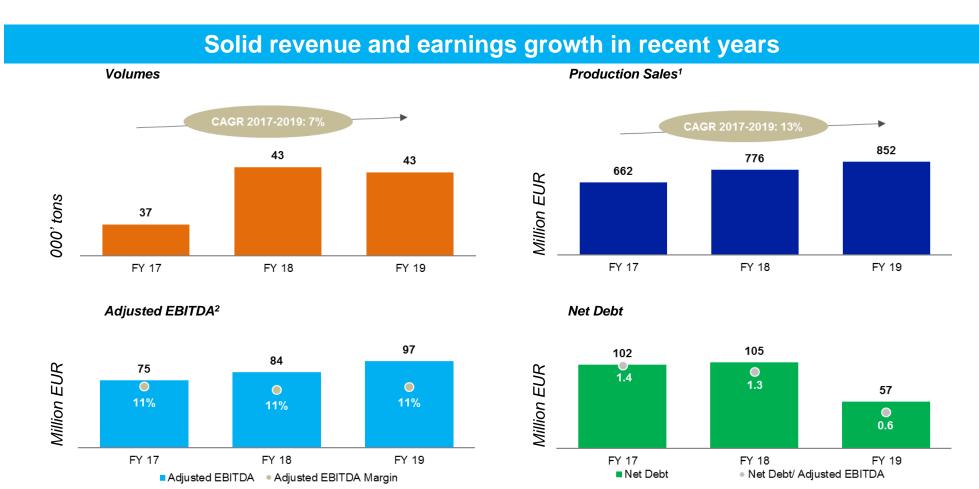
Unique opportunity as the largest producer in high performance alloys

in 000' tons









Note: FY ending in September, 30; ¹ Production Sales relate to the sale of metal alloy products and services (primarily toll manufacturing), and excludes revenues from nickel trading and semiconductor and system technology products; ² Excluding non recurrent items

A new global leader in stainless and high performance alloys



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Acerinox Products



FLAT PRODUCT





1970 | Spain

Melting Shop Hot Rolling Shop Cold Rolling Shop



1990 | USA

Melting Shop Hot Rolling Shop Cold Rolling Shop





2002 | South Africa

Melting Shop Hot Rolling Shop Cold Rolling Shop





2009 | Malaysia

Cold Rolling Shop

LONG PRODUCT





1957 | Spain

Hot Rolling Finished Product





1990 | Spain

Finished product





2003 | USA

Hot Rolling
Finished Product
Integrated with the flat product
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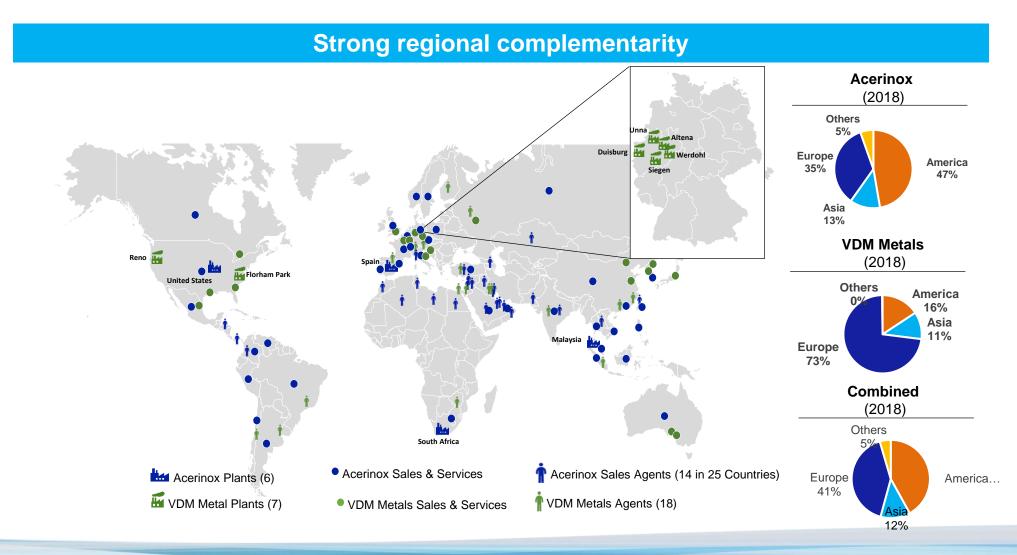
HIGH PERFORMANCE ALLOYS



2020 | Germany

Combined global footprint and sales by region







A new global leader in stainless and high performance alloys

Acerinox:

global leader in stainless steel

VDM:

world's largest producer in high performance alloys

Creating value through:

- Enhancement of product mix
- Projects and tailor-made solutions
- Exceptional R&D capabilities
- Diversification of geographical earnings
- Less cyclical earnings stream
- Immediate synergy opportunities
- Significant new pathways for earnings growth

1 + 1



