

**klöckner & co**

Your partner for a  
sustainable tomorrow

# COMMERZBANK ODDO BHF CORPORATE CONFERENCE 2023

September 06, 2023

Dr. Oliver Falk | CFO



# DISCLAIMER

This presentation contains forward-looking statements which reflect the current views of the management of Klöckner & Co SE with respect to future events. They generally are designated by the words “expect”, “assume”, “presume”, “intend”, “estimate”, “strive for”, “aim for”, “plan”, “will”, “endeavor”, “outlook” and comparable expressions and generally contain information that relates to expectations or goals for economic conditions, sales proceeds or other yardsticks for the success of the enterprise. Forward-looking statements are based on currently valid plans, estimates and expectations and are therefore only valid on the day on which they are made. You therefore should consider them with caution. Such statements are subject to numerous risks and factors of uncertainty (e. g. those described in publications) most of which are difficult to assess and which generally are outside of the control of Klöckner & Co SE. The relevant factors include the effects of reasonable strategic and operational initiatives, including the acquisition or disposal of companies or other assets. If these or other risks and factors of uncertainty occur or if the assumptions on which the statements are based turn out to be incorrect, the actual results of Klöckner & Co SE can deviate significantly from those that are expressed or implied in these statements. Klöckner & Co SE cannot give any guarantee that the expectations or goals will be attained. Klöckner & Co SE – notwithstanding existing legal obligations – rejects any responsibility for updating the forward-looking statements through taking into consideration new information or future events or other things.

In addition to the key figures prepared in accordance with IFRS and German-GAAP respectively, Klöckner & Co SE is presenting non-GAAP key figures such as EBITDA, EBIT, Net Working Capital and net financial liabilities that are not a component of the accounting regulations. These key figures are to be viewed as supplementary to, but not as a substitute for data prepared in accordance with IFRS. Non-GAAP key figures are not subject to IFRS or any other generally applicable accounting regulations. In assessing the net assets, financial position and results of operations of Klöckner & Co SE, these supplementary figures should not be used in isolation or as an alternative to the key figures presented in the consolidated financial statements and calculated in accordance with the relevant accounting principles. Other companies may base these concepts upon other definitions. Please refer to the definitions in the annual report. For other terms not defined in the annual report, please refer to the glossary on our website at <https://www.kloeckner.com/en/glossary.html>.

Rounding differences may occur with respect to percentages and figures.

The English translation of the annual report and the interim statement are also available, in case of deviations the German versions shall prevail.

Evaluating statements are unified and are presented as follows:

+/- 0-1%	constant
+/- >1-5%	slight
+/- >5%	considerable



# AGENDA


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# KLÖCKNER & CO SE AT A GLANCE



**~7,700**  
Employees



**9,379€** million  
Sales FY 2022



**4,679** thousand tons  
Shipments FY 2022



**>90,000**  
Customers



**417€** million  
EBITDA\* FY 2022



**44%**  
Digital Sales Q4 2022



**~200,000**  
Products



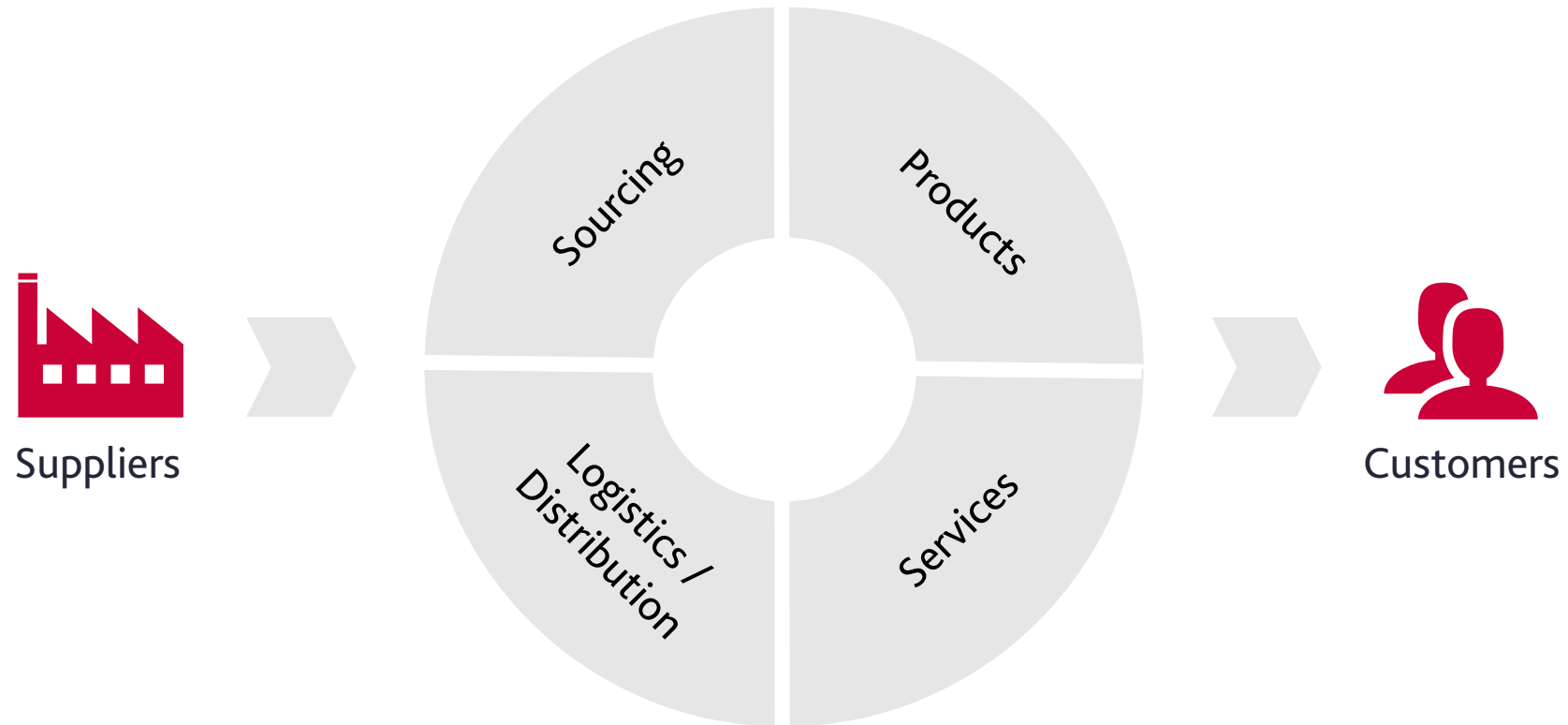
**13**  
Countries



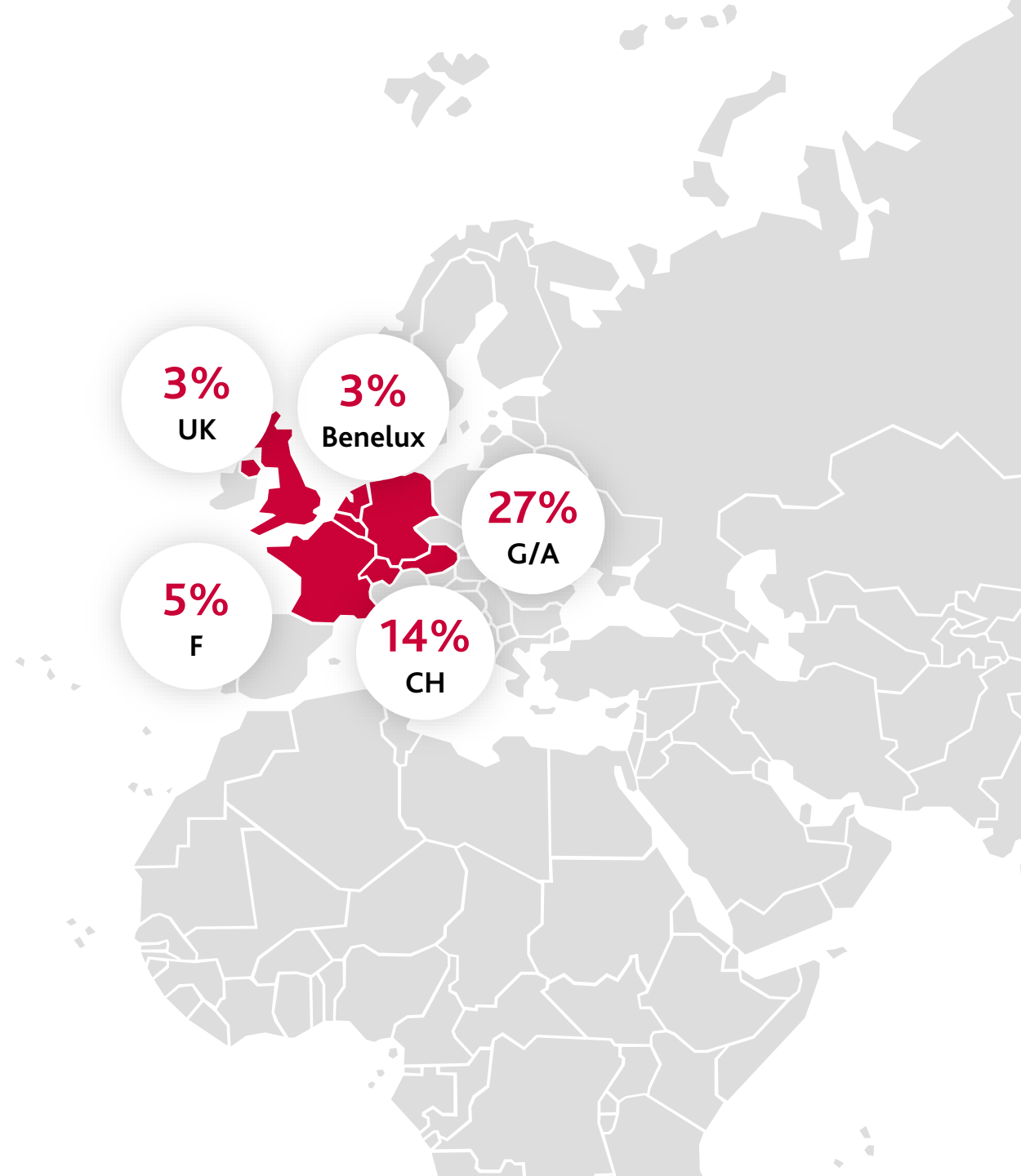
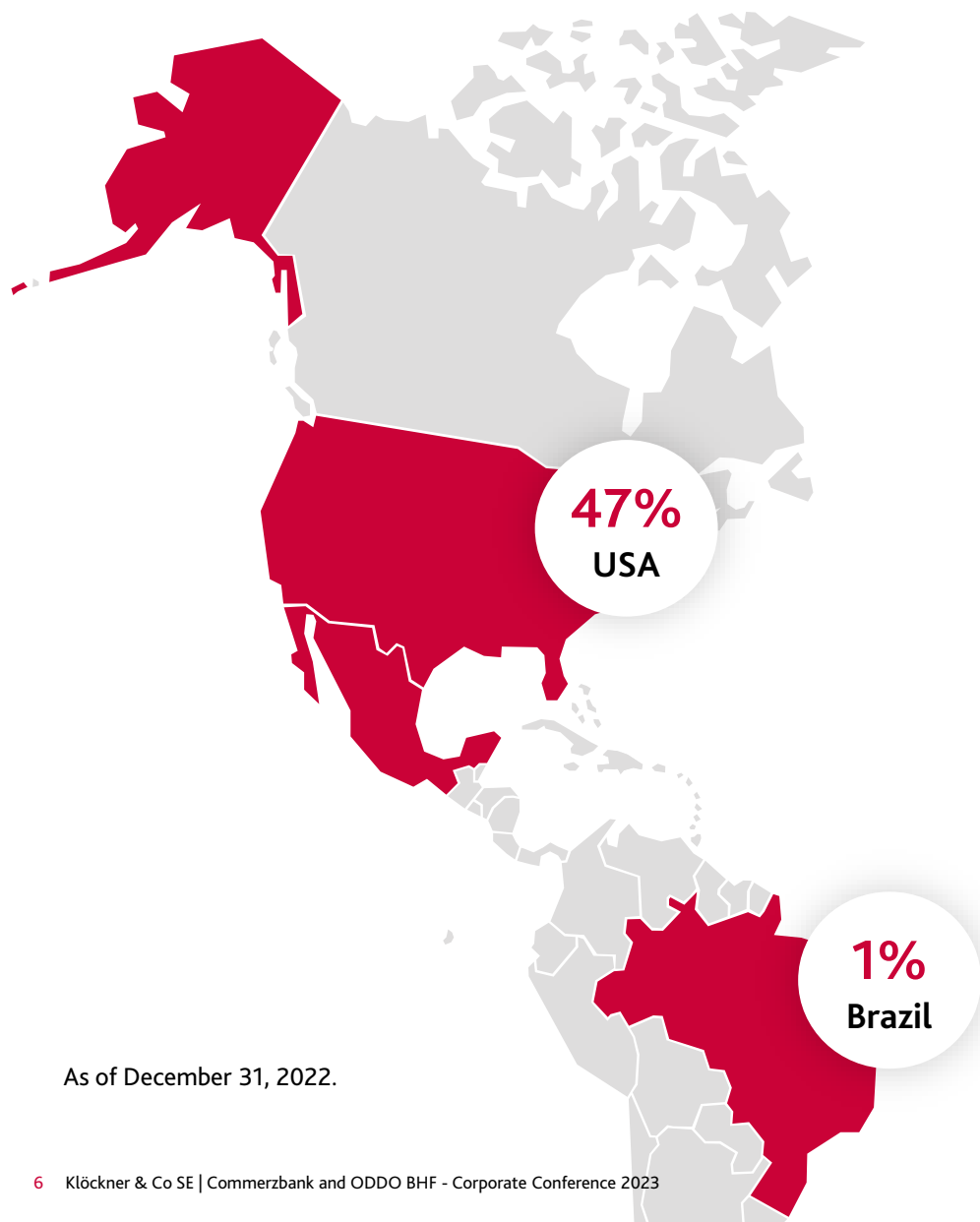
**~160**  
Locations

\* Before material special effects.

# KLÖCKNER & CO VALUE CHAIN – EVERYTHING FROM ONE SOURCE



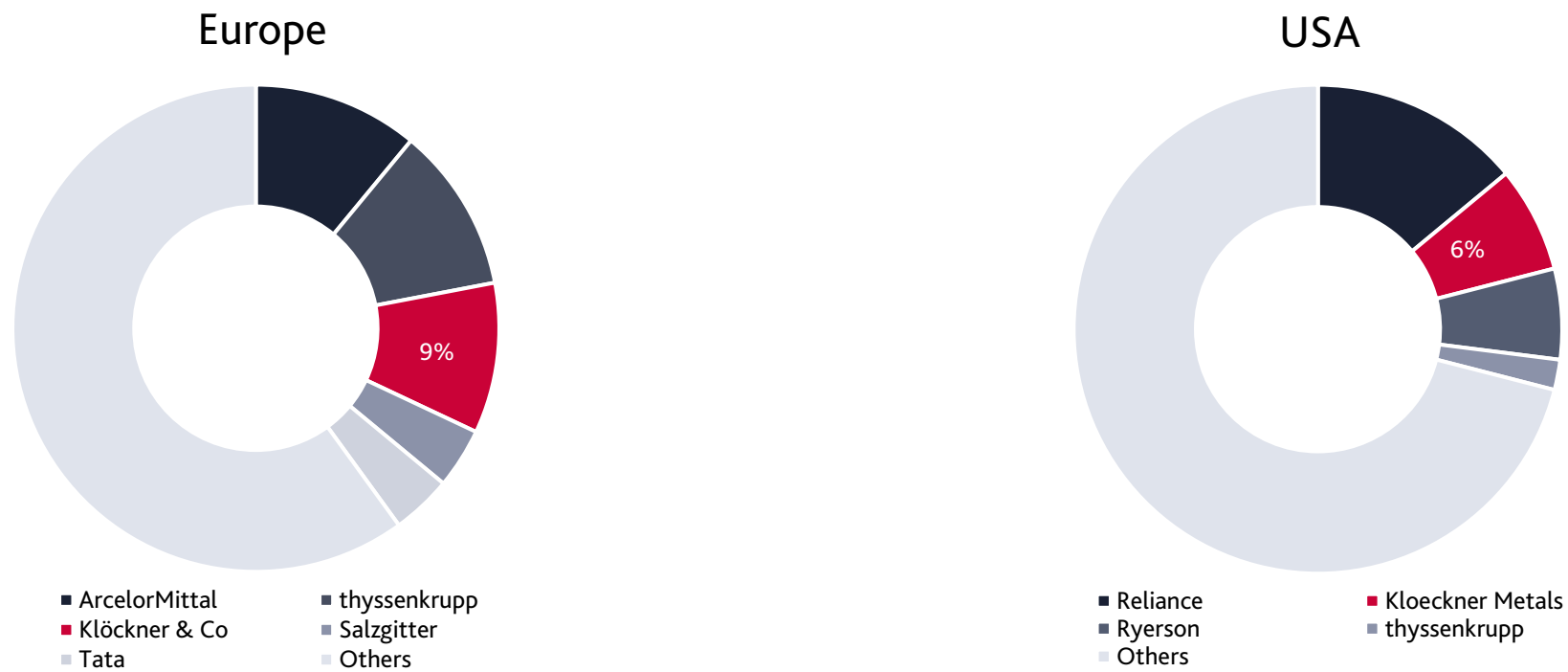
# GLOBAL REACH – LOCAL PRESENCE



As of December 31, 2022.

# LEADING PLAYER IN FRAGMENTED MARKETS

Market shares of Klöckner & Co 2022



Source: Eurometal, MSCI, local steel associations, estimates.



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# BECOMING THE LEADING ONE-STOP-SHOP FOR STEEL, OTHER MATERIALS, EQUIPMENT AND PROCESSING SERVICES IN EUROPE AND THE AMERICAS

## CUSTOMER GROWTH

Growth through expanded customer base and increased share of wallet, due to customer focused extension of product and service offering and greater regional coverage

## DIGITALIZATION & VALUE CHAIN AUTOMATION

Seamless end-to-end process integration with a very high degree of digitalization and automation to increase process speed and degree of efficiency across the entire value chain (target: "zero touch")

## PARTNER NETWORK EXPANSION

Enabling wider product and service portfolio and greater regional coverage with only light asset deployment through smart partner collaboration and integration



## CORPORATE VALUES

Realizing customer centric platform model by leveraging people empowerment and diversity, safety & responsibility, credibility & sustainability as guiding principles for all of our actions

## OPERATIONAL EXCELLENCE

Increase of profitability through eliminating inefficiencies via leaner services and processes, cost containment measures, automation, procedure simplification and data-based decisions in sales and procurement

## LEVERAGING ASSETS

Maximizing own asset utilization and portfolio improvement transactions to extend market share and to facilitate growth through opportunistic M&A

# STRATEGIC PERCEPTION OF SUSTAINABILITY TRANSFORMATION

**Significant  
opportunities from  
offering sustainable  
business solutions**

Housekeeping

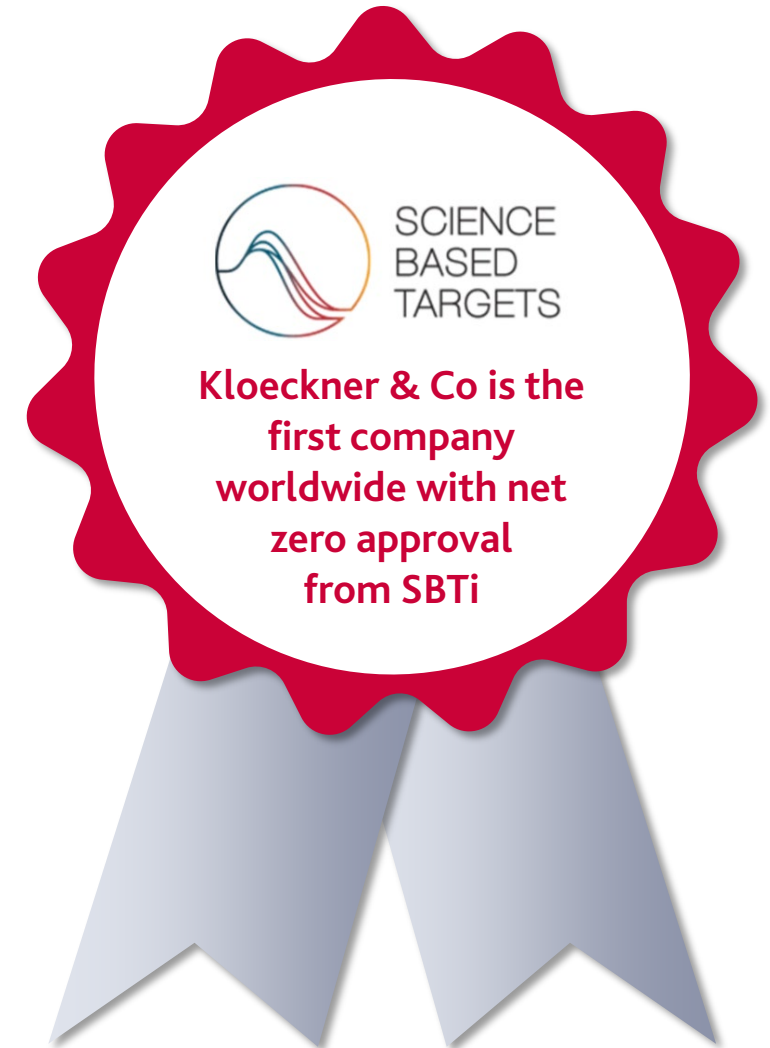


Business Opportunities

# OUR AMBITIOUS CLIMATE TARGETS

**kloeckner** takes  
**action** 2040 

SCOPE 1 & 2	SCOPE 3	SCOPE 3
OWN DIRECT AND INDIRECT EMISSIONS	UNDER DIRECT INFLUENCE	SUPPLIERS AND CUSTOMERS
<b>50%</b> reduction by 2030	<b>50%</b> reduction by 2030	<b>30%</b> reduction by 2030
<b>Net zero</b> by 2040	<b>Net zero</b> by 2040	<b>Net zero</b> by 2050



# SUSTAINABLE GROWTH WITH HIGH PERFORMANCE THROUGH THE ENTIRE CYCLE

## Our 2025 Goals

**Sales growth above market**

**ROCE above cost of capital**

**More than doubling normalised EBITDA level**  
(as of before pre-COVID)





# NEW GROWTH PLATFORM IN NORTH AMERICA – ACQUISITION OF NATIONAL MATERIAL OF MEXICO

## Transaction overview

- Purchase price of USD340m on cash and debt free basis
- EV-multiple of ~6.7 based on expected 2022 EBITDA; representing a highly attractive expansion of our activities
- NMM employs around 500 people and generated sales of ~USD610m in FY 2021<sup>\*)</sup>
- Transaction financed by existing liquidity; benefitting from our strong operating cash flow and improved company substance
- Closing of the transaction requires antitrust approvals and is expected before summer 2023
- Opportunistic, highly selective, performance- and growth-oriented M&A approach going forward

<sup>\*)</sup> Pro forma figures

# CREATING VALUE THROUGH LEVERAGING STRATEGIC FIT



- Acquisition immediately **value-accretive** and provides **growth platform** while capitalizing on accelerating **onshoring trend**
- Significantly increasing exposure to key **automotive** and **industrial** end markets in North America
- Strong growth prospects in demand for electric vehicles and CO<sub>2</sub>-reduced products fully integrative into our **strategic sustainability** agenda
- Accessing the **exclusive electrical steel market** with valuable management expertise and value-add capabilities
- Benefitting from **well-qualified and attractive labor market** in Mexico
- Complementary customer base brings **significant cross-selling opportunities**, especially in automotive

**Establishing the number one flat rolled player in North America**

# SIGNIFICANTLY EXTENDING HIGHER VALUE-ADDED PRODUCTS AND SERVICES PORTFOLIO IN NORTH AMERICA

Closing of acquisition of **National Material of Mexico (NMM)** creates leading flat rolled player in North America

- NMM as HVAB pure play **immediately value accretive**
- Accessing highly attractive GO as well as NGO-electrical steel market through acquisition

**Investment to expand capacity at AFI**

- Relocation into larger facility to increase prefabrication capacity
- Accommodating expansion plans for new customer demands
- Serving large OEM customer base while preparing for future growth

**On-campus facility at new Nucor steel mill**

- Ramp up of exclusive on-campus facility at Nucor steel mill in Brandenburg, KY, on track; to be set into operation by end of 2023
- Enabling sustainable, innovative and complex solutions while extending range of higher value-added services

**Investment in Stretcher Leveler** in Charleston, SC

- Providing memory-free sheet for heavy equipment and machinery as well as transportation industry
- Promoting further growth, downstream value and margin opportunities across all markets and regions

**Establishing unrivaled product offering in North America**

# TRANSFORMATION OF OUR EUROPEAN DISTRIBUTION BUSINESS - ACCELERATING FURTHER EXPANSION INTO HIGHER VALUE-ADDED BUSINESS

## Transforming commodity warehouses into HVAB powerhouses

- Continued commitment to expanding state-of-the-art laser capabilities to meet growing customer demand
- **Establish 2nd leading laser center** in Duisburg, Germany, by investing in three additional tube lasers to complement our laser services in Velten, Germany
- **Investment in flat bed laser** in Kassel, Germany
  - Expansion into market segment for plate with specific thicknesses in Europe and significantly extending service portfolio
  - Enabling future growth by serving the mechanical engineering industry with focus on agricultural machinery, truck construction and rail transport

## Automated vision-guided deburring robot set into operation in Bremen, Germany

- Significantly increasing capacity for post plasma-cutting processing
- Europe-wide unique robot demonstrates leadership role

## Müller Wüst AG acquisition through Swiss subsidiary Debrunner Acifer

- Now offering unique method for modelling sanitary / HVAC application scenarios with digital working and installation planning ("digital twin")
- Closing gaps in current pre-fabrication setup in Switzerland

**Improving the profitability base while reducing underlying volatility**



# We've come a long way in 2022 – Building sustainable business models for our customers

World's first company with  
net zero target approval of SBTi  
to new standards



~43% reduction in 2022  
scope 1 & 2 emissions compared  
to SBTi base year 2019

Introduction of our CO<sub>2</sub>-  
reduced steel categorization



First deliveries of CO<sub>2</sub>-reduced  
steel quantities to Siemens and  
Mercedes-Benz

German Sustainability  
Award Winner

Launch of Nexigen® and  
introduction of categorizations  
for CO<sub>2</sub>-reduced stainless steel  
and aluminum



First tons of CO<sub>2</sub>-reduced  
stainless steel from Outokumpu

Pioneering role in the  
sustainability transformation of  
the steel industry

An iceberg floating in the ocean, with the tip above water and a much larger, jagged mass submerged below the surface. The image is used as a metaphor for hidden value or potential.

## Accelerating further in 2023

## Launch of innovative Nexigen® PCF Algorithm

- ✓ **Individualized Product Carbon Footprints (PCF)**  
Offering our customers individualized PCFs for nearly all 200,000 products; for gray and CO<sub>2</sub>-reduced products
- ✓ **Complete emissions**  
Managing high complexity; from cradle until the product reaches customers' entry gates
- ✓ **Externally certified**  
TÜV SÜD validated methodology according to ISO 14067, ref. 14040 & 14044, and in line with GHG Protocol
- ✓ **Siemens and ZF as pilot customers**  
Supporting industry leaders in building sustainable value chains



# LEADING THE SUSTAINABILITY TRANSFORMATION

## Launch of Nexigen® Data Services

- Offering smart and digital management of CO<sub>2</sub>-emissions and Product Carbon Footprints (PCFs)
  - Built on and driven by the Nexigen® PCF Algorithm
- Solution offers extended PCF order history as well as transparent insights
- Recommendation of specific CO<sub>2</sub>-reduced material alternatives pave the way for customers to create greener offers on their side
- Blockchain technology enables high degree of data integrity and resiliency

## Extended partner network & product offering

- Two additional partnerships for CO<sub>2</sub>-reduced steel; First access to high-grade CO<sub>2</sub>-reduced quality steel
- Strengthening our role as a pioneer in the sustainable steel industry

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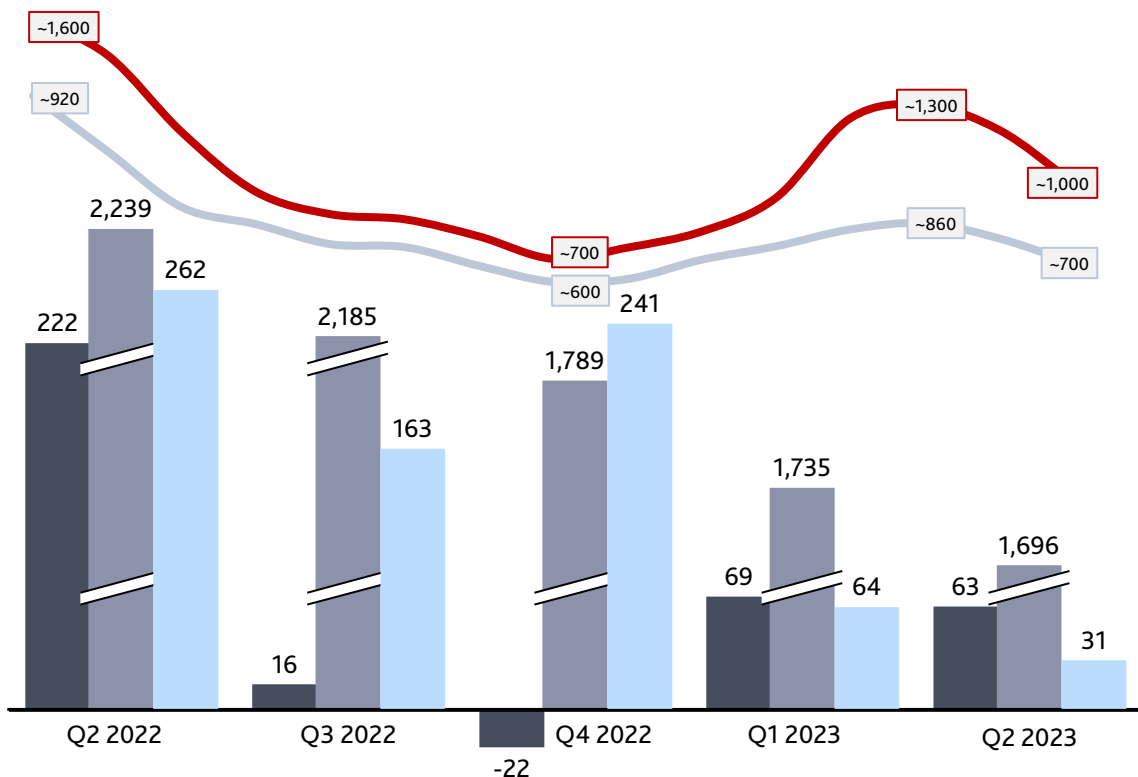
# HIGHLIGHTS OF Q2 2023

	Q2 2023	Q2 2022	Delta	
Shipments (Tto)	1,158	1,226	-5.5%	Down yoy due to challenging market environment, especially in Europe
Sales (€m)	1,967	2,580	-23.8%	Decrease due to considerably lower average price level yoy
Gross profit (€m)	335	508	-34.1%	Down yoy due to less favorable price dynamics
EBITDA <sup>*)</sup> (€m)	63	222	-159	Solid EBITDA-performance despite challenging market environment and negative price effects due to steel price correction
Oper. CF (€m)	31	262	-231	Positive OCF due to consistent NWC management
Net financial debt (€m)	596	903	-307	Significantly deleveraged yoy, driven by NWC release

<sup>\*)</sup> Before material special effects.

# SOLID OPERATING PERFORMANCE AND SIGNIFICANTLY DE-RISKED DESPITE CHALLENGING MARKET ENVIRONMENT

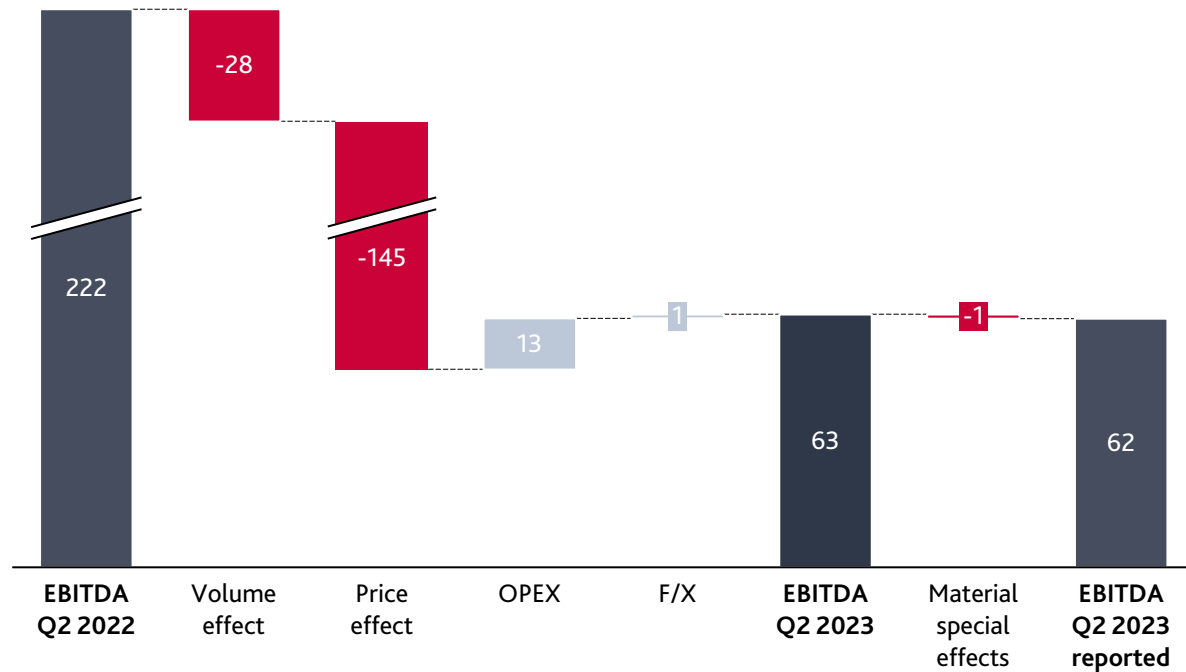
## Proactive working capital management



■ HRC US in USD (indicative)    ■ EBITDA before material special effects in €m  
■ HRC Europe in € (indicative)    ■ NWC in €m  
■ Operating cash flow in €m

- **Solid operating result** achieved in Q2 2023 and again **positive operating cash flow** despite challenging market environment
- Proactive inventory reduction **mitigated large parts of negative price risks** during significant steel price correction
  - Prices stabilized at the end of Q2 2023 and the trough is now behind
- Managing our inventories lean and disciplined while expecting a strong and significantly positive cash flow for FY 2023
- Consistent cost management in H2 in response to ongoing challenging environment
- Progress in digitalization and automation strategy to complement efficiency initiatives
  - Digital quotes more than doubled yoy in H1 2023
  - Enabling salespeople to focus on business opportunities

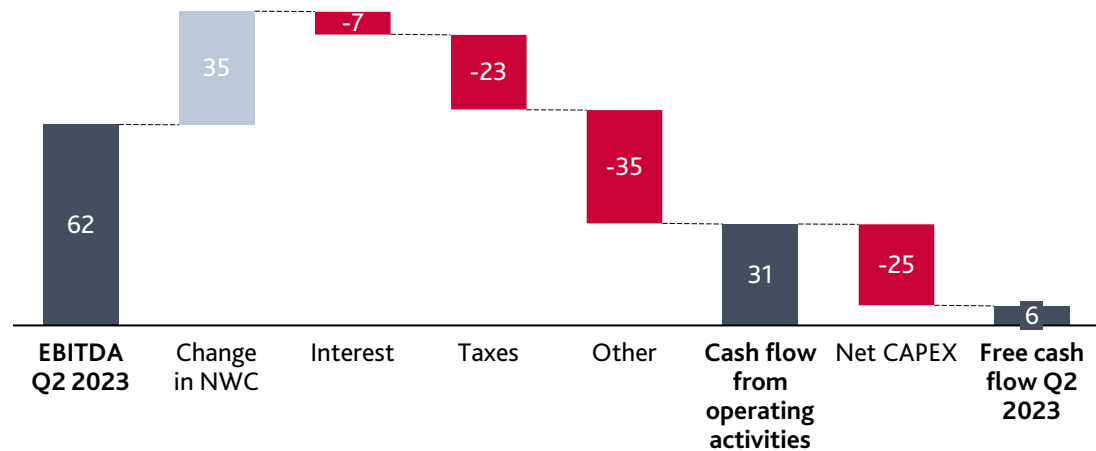
## EBITDA (€M) IN Q2 2023



- Solid EBITDA-performance despite challenging market environment
- Negative volume effect due to muted demand in the light of the price correction and challenging macroeconomic environment, particularly in Europe
- Negative price effect due to significant steel price correction in Q2 and overall lower price level yoy
- OPEX down, mainly driven by lower personal expenses & shipping, operating costs

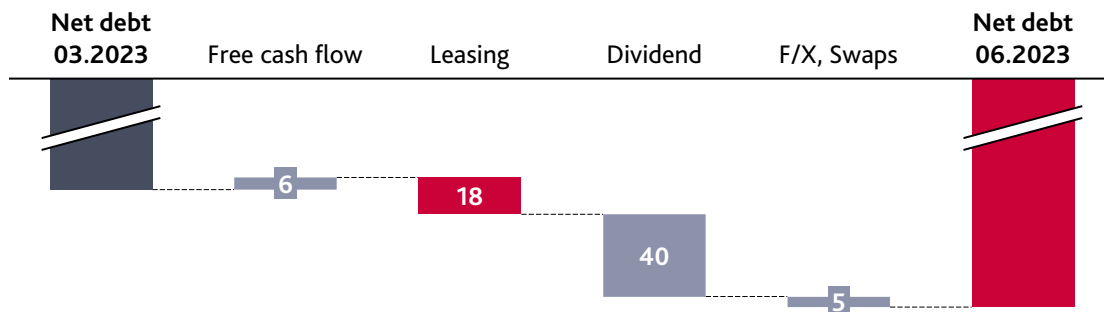
# CASH FLOW AND NET DEBT DEVELOPMENT

## Cash flow Q2 2023 (€m)



- EBITDA reported of €62m
- NWC decrease of €35m mainly due to consistent NWC management
- Other of €35m mainly relates to other taxes and VAT payments
- Strong cash flow from operating activities of €31m
- Net CAPEX of €25m
- Free cash flow of €6m

## Net financial debt 03.2023 vs 06.2023 (€m)



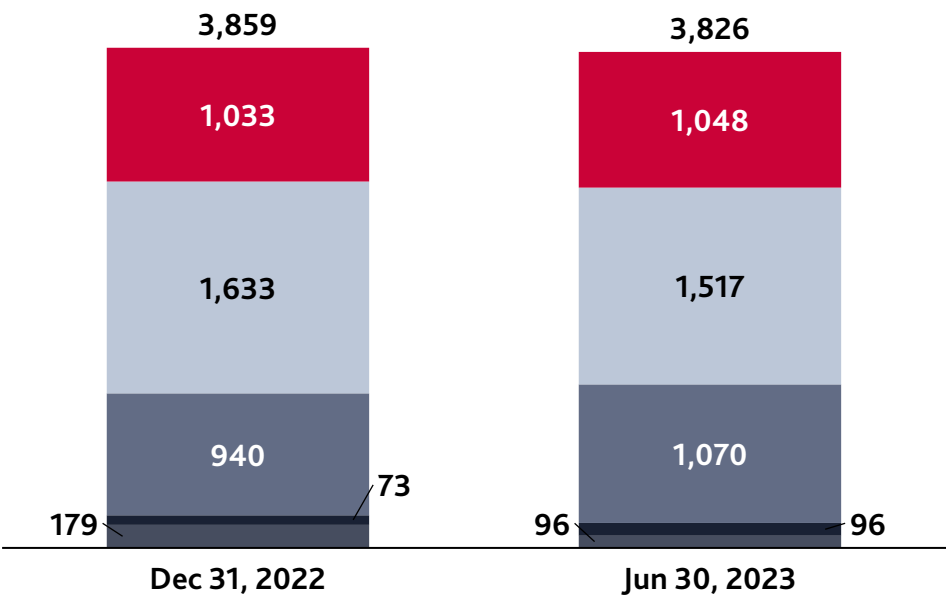
- Net financial debt up qoq from €539m to €596m mainly due to dividend payment partly offset by positive cash flow
- However, significantly deleveraged yoy



# STRONG AND SOLID BALANCE SHEET

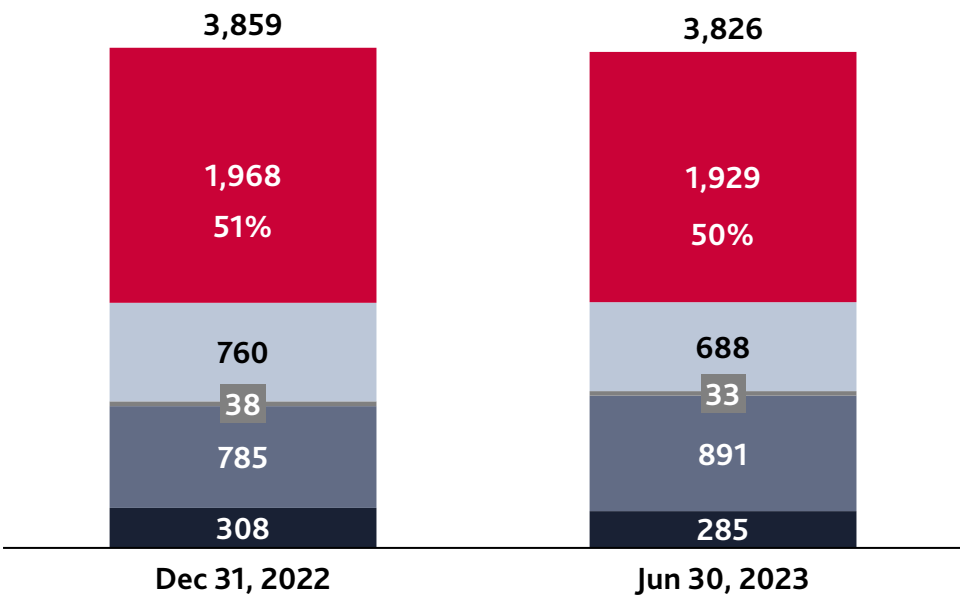
Solid equity ratio of 50%, gearing<sup>\*)</sup> of 31% and leverage of 4.8x

Assets



■ Non-current assets ■ Trade receivables\*\* ■ Liquidity  
■ Inventories ■ Other current assets

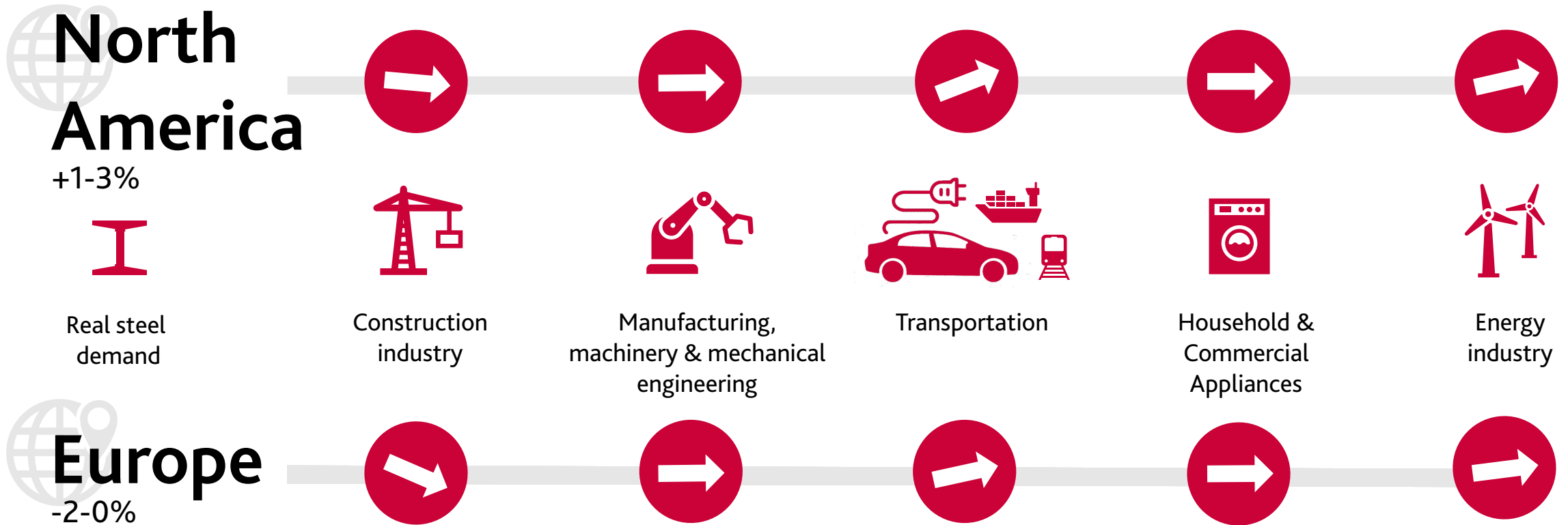
Equity & Liabilities



■ Equity ■ Financial liabilities ■ Pensions ■ Trade payables\*\*\* ■ Other liabilities

<sup>\*)</sup> Gearing = Net financial debt / (Consolidated equity ./. non-controlling interests ./. goodwill resulting from acquisitions subsequent to May 23, 2019).  
<sup>\*\*)</sup> Incl. contract assets and supplier bonuses.  
<sup>\*\*\*)</sup> Incl. contract liabilities and advance payments received.

# REGION SPECIFIC BUSINESS OUTLOOK 2023



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# OUTLOOK

**Q3**  
2023<sup>\*)</sup>

- Shipments and Sales expected to increase considerably qoq
- EBITDA expectation of €40-80m before material special effects

**FY**  
2023<sup>\*)</sup>

- Shipments expected to increase slightly yoy; sales expected to be below prior-year due to lower overall price level
- EBITDA expectation of €220-280m before material special effects
- Strong and significantly positive operating cash flow expected

<sup>\*)</sup> The forecast has been prepared assuming the closing of the acquisition of National Material of Mexico on August 1, 2023.



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# QUARTERLY AND FY RESULTS

(€m)	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020	Q2 2020	Q1 2020	FY 2022	FY 2021	FY 2020	FY 2019	FY 2018
Shipments (Tto)	1,158	1,213	1,047	1,148	1,226	1,257	1,108	1,190	1,295	1,287	1,195	1,242	1,070	1,365	4,679	4,881	4,873	5,648	6,107
Sales	1,967	2,076	1,993	2,367	2,580	2,438	2,030	2,038	1,847	1,525	1,232	1,279	1,171	1,448	9,379	7,441	5,130	6,315	6,790
Gross profit	335	357	269	305	508	482	440	540	525	388	274	262	226	285	1,563	1,893	1,047	1,158	1,328
% margin	17.0	17.2	13.5	12.9	19.7	19.8	21.7	26.5	28.4	25.4	22.2	20.5	19.3	19.7	16.7	25.4	20.4	18.3	19.6
EBITDA bef. material special effects	63	69	-22	16	222	201	171	277	271	130	39	40	11	21	417	848	111	124	229
Material special effects	-1	-21	11	0	1	53	17	4	-1	11	15	-2	-72	0	64	-30	-59	15	-2
EBITDA rep.	62	48	-12	16	223	254	188	280	270	141	54	38	-61	21	481	879	52	139	227
% margin	3.2	2.3	-0.6	0.7	8.6	10.4	9.3	13.7	14.6	9.2	4.4	3.0	-5.2	1.5	5.1	11.8	1.0	2.2	3.3
EBITDA rep. (curr. eff.)	0	4	0	9	12	9	7	-2	-14	-8	-1	0	2	1	31	-16	1	5	-9
EBIT	32	13	-49	-18	191	223	154	249	240	111	24	4	-109	-13	348	754	-93	2	141
Income from Investments	0	-2	0	1	4	0	5	1	4	0	0	0	0	0	6	11	0	0	0
Financial result	-8	-8	-11	-8	-8	-7	-6	-6	2	-6	-7	-7	-7	-9	-34	-17	-30	-41	-34
EBT	24	3	-60	-25	188	216	153	244	246	105	17	-3	-116	-22	319	748	-124	-39	107
Income taxes	-12	-11	18	3	-37	-44	-14	-55	-31	-19	5	-2	5	1	-60	-119	9	-16	-38
Net income	12	-8	-42	-22	151	172	139	189	215	86	22	-5	-111	-21	259	629	-114	-55	69
Minority interests	0	0	0	0	2	4	3	3	3	1	1	0	0	0	6	10	2	1	0
Net income KCO	12	-8	-42	-22	149	168	136	185	212	85	21	-5	-111	-21	253	619	-116	-56	69
EPS basic (€)	0.12	-0.08	-0.42	-0.22	1.50	1.68	1.37	1.86	2.13	0.85	0.21	-0.05	-1.11	-0.21	2.54	6.21	-1.16	-0.56	0.68
EPS diluted (€)	0.12	-0.08	-0.39	-0.18	1.36	1.53	1.24	1.68	1.88	0.78	0.20	-0.05	-1.11	-0.21	2.32	5.58	-1.16	-0.56	0.66
NWC	1,696	1,735	1,789	2,185	2,239	2,258	1,813	1,559	1,282	1,107	967	1,062	1,135	1,228	1,789	1,813	967	1,119	1,277
Net debt	596	539	584	806	903	999	762	348	303	363	351	427	476	563	584	762	351	445	383

# SEGMENT OVERVIEW

## KloECKner Metals US

The **KloECKner Metals US** segment comprises all our business in the USA, Mexico and Brazil. It covers all services from metal and steel distribution to processing and innovative and high-tech value-added business offered in these regions. KloECKner Metals US is the largest segment in the Group and is headed by John Ganem, Member of the Management Board (CEO Americas).

## KloECKner Metals EU

The **KloECKner Metals EU** segment includes the distribution and steel service center business of our operations in the European Union (Austria, Belgium, France, Germany incl. Becker Stahl-Service, the Netherlands). Its core business is related to general steel and metal distribution, while also offering innovative and high-tech value-added business at our service center for flat steel and aluminum at Becker Stahl-Service in Bönen. KloECKner Metals EU is our second largest segment and is managed by Bernhard Weiß, Member of the Management Board (CEO Europe).

## KloECKner Metals Non-EU

The **KloECKner Metals Non-EU** segment includes all distribution activities in the United Kingdom and in addition our specialty business of providing distribution solutions and services ranging from reinforcement to multi metal and technical products in Switzerland. The country organizations within KloECKner Metals Non-EU report directly to Guido Kerkhoff, Chairman of the Management Board (CEO of Klöckner & Co SE).

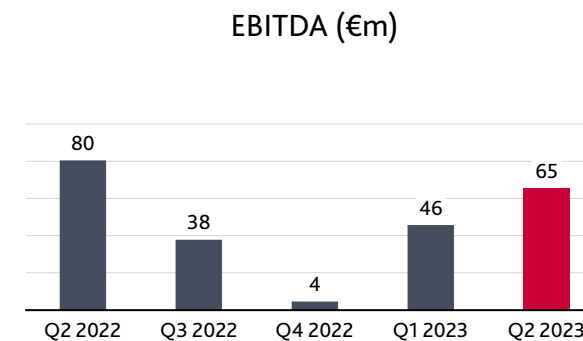
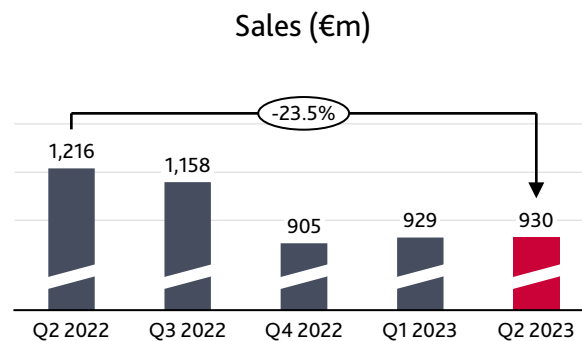
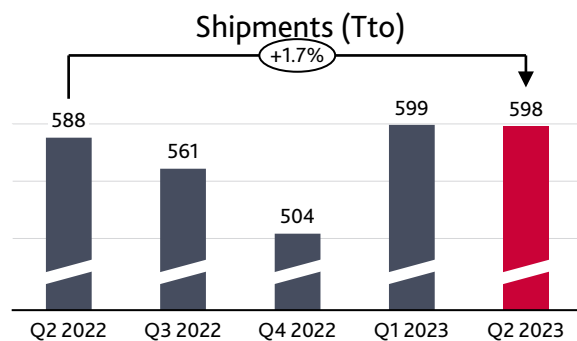
(€m)	KloECKner Metals US							
	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	FY 2022	FY 2021
Shipments (Tto)	598	599	504	561	588	586	2,239	2,399
Sales	930	929	905	1,158	1,216	1,148	4,427	3,511
Gross profit	177	164	126	158	196	182	662	847
EBITDA bef. mat. special effects	65	46	4	38	81	72	194	456
Cashflow from operating activities	50	47	141	61	179	-65	316	-64

(€m)	KloECKner Metals EU							
	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	FY 2022	FY 2021
Shipments (Tto)	387	454	390	426	454	482	1,752	1,728
Sales	663	794	724	800	913	895	3,332	2,584
Gross profit	70	107	66	61	185	196	508	652
EBITDA bef. mat. special effects	-16	10	-24	-32	90	101	136	293
Cashflow from operating activities	-37	12	31	78	72	-148	33	-36

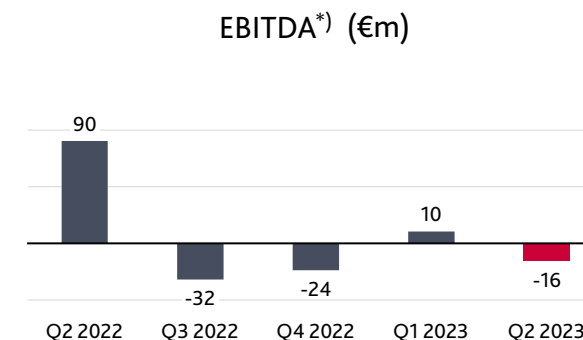
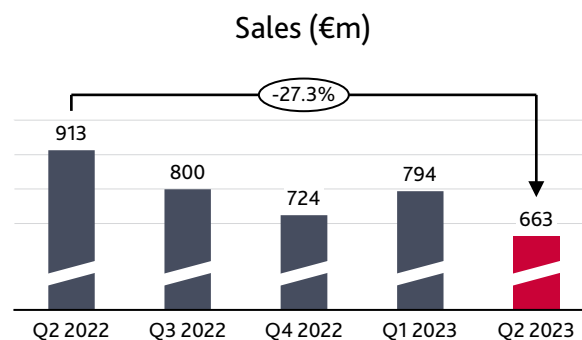
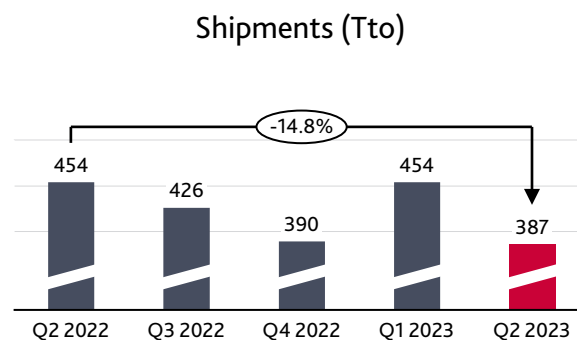
(€m)	KloECKner Metals Non-EU							
	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	FY 2022	FY 2021
Shipments (Tto)	174	160	154	161	184	190	688	754
Sales	373	353	364	409	452	394	1,619	1,345
Gross profit	89	85	76	87	127	103	393	393
EBITDA bef. mat. special effects	14	12	-3	9	48	29	83	107
Cashflow from operating activities	19	-4	66	19	7	-33	58	-46

# SEGMENT PERFORMANCE

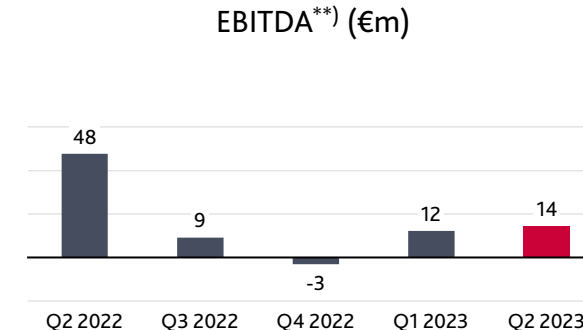
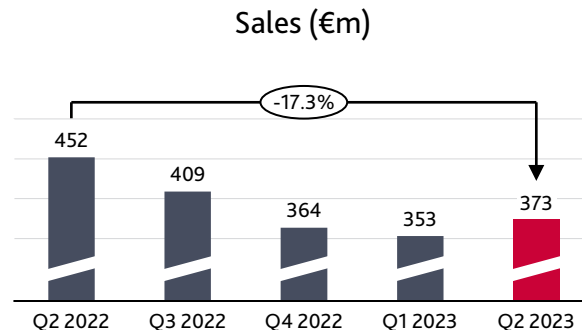
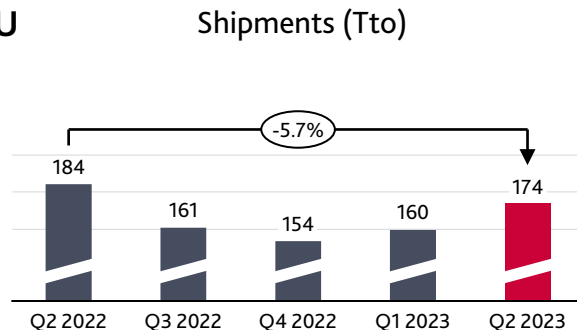
## KM US



## KM EU



## KM Non-EU



\*) Adjusted for material special effects in Q2 2022, Q4 2022, Q1 2023 and Q2 2023. \*\*) Adjusted for material special effects in Q2 2022.

# MATURITY PROFILE

Facility (€m)	Committed Jun 30, 2023	Drawn amount	
		Jun 30, 2023	Dec 31, 2022
Syndicated Loan	250	40	25
ABS Europe <sup>1)</sup>	300	160	159
ABL USA	598	18	155
Convertible 2016 <sup>2)</sup>	141	141	139
Bilateral Facilities <sup>3)</sup>	200	159	120
Leases	174	174	165
<b>Total Debt</b>	<b>1,663</b>	<b>691</b>	<b>763</b>
Cash		96	179
<b>Net Debt</b>		<b>596</b>	<b>584</b>

1) Facility renewal in December 2022, effective date January 2023, maturity January 2026.

2) After repurchase of €7.1m (nominal) in July 2022.

3) Mainly Switzerland.

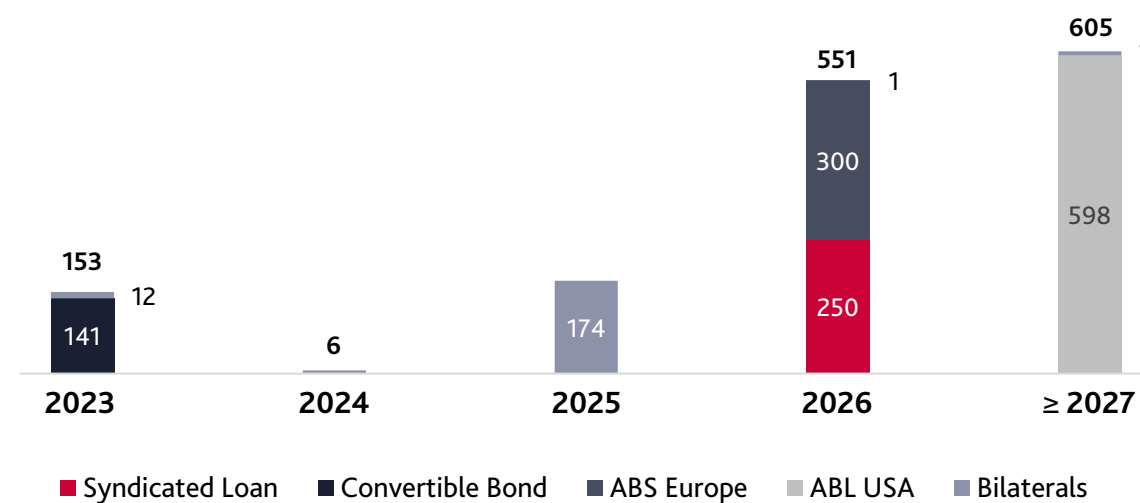
4) Equity attributable to shareholders of Klöckner & Co SE less goodwill from business combinations subsequent to May 23, 2019.

5) Net debt as reported/Adjusted equity.

6) Net debt as reported/LTM EBITDA before material special effects.

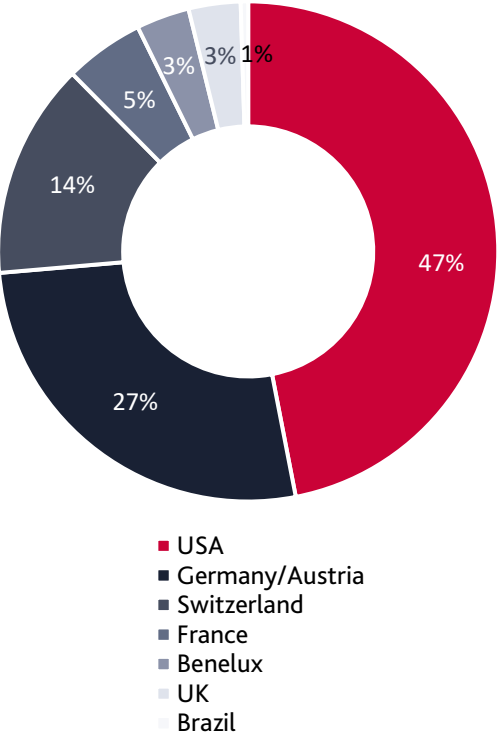
€m	Jun 30, 2023
Adjusted equity <sup>4)</sup>	1,912
Net Debt	596
Gearing <sup>5)</sup>	31%
Leverage <sup>6)</sup>	4.8x

## Maturity profile (excl. Leases) in €m, June 30, 2023

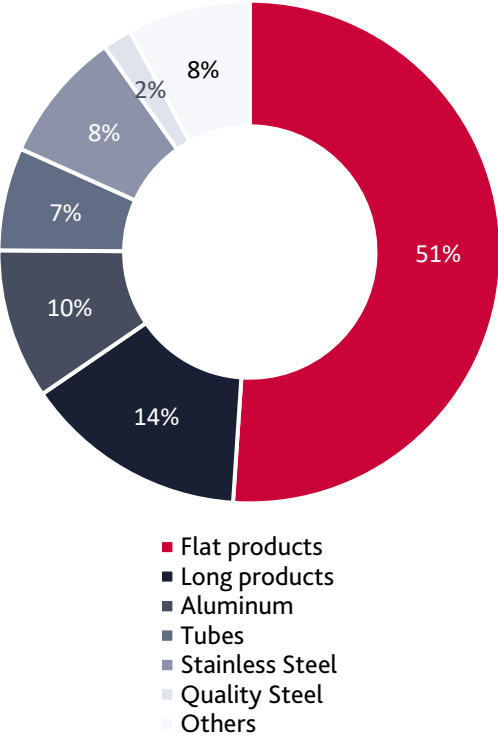


# SALES BY MARKETS, PRODUCTS AND INDUSTRIES

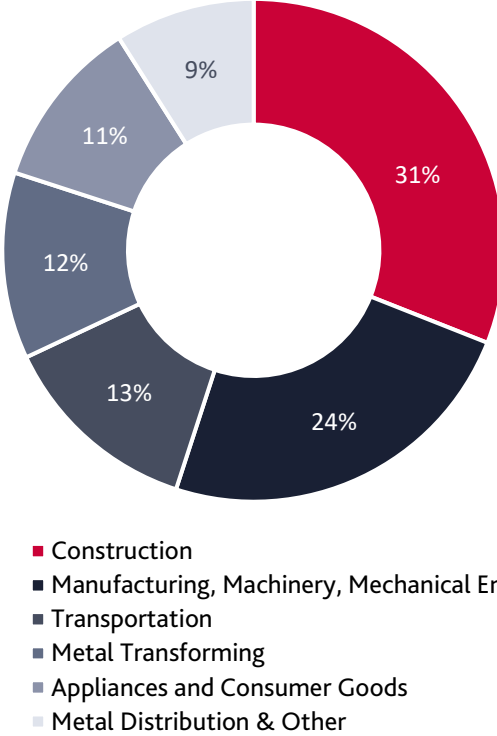
Sales by markets



Sales by products



Sales by industries

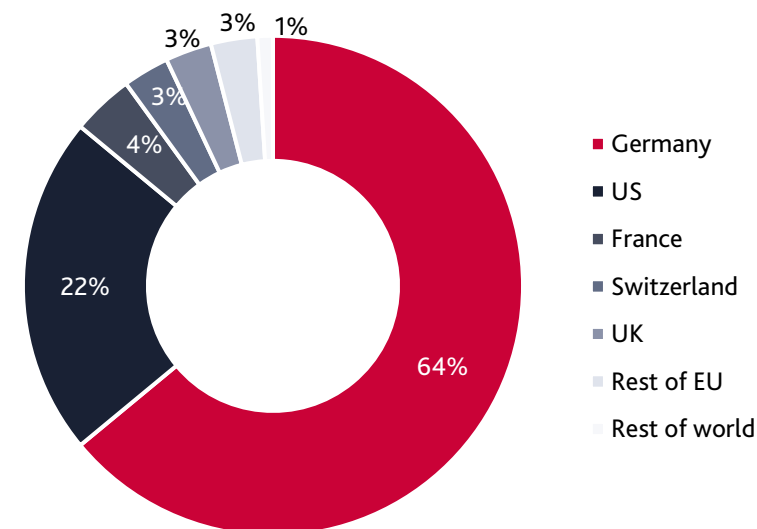


As of December 31, 2022.

# CURRENT SHAREHOLDER STRUCTURE

## Geographical breakdown of identified institutional investors

- Identified institutional investors account for 60%
- German investors incl. retail dominate
- Top 10 shareholdings represent around 52%
- Retail shareholders represent 26%



## Voting Rights Announcements according to WpHG (Security Trading Act\*)

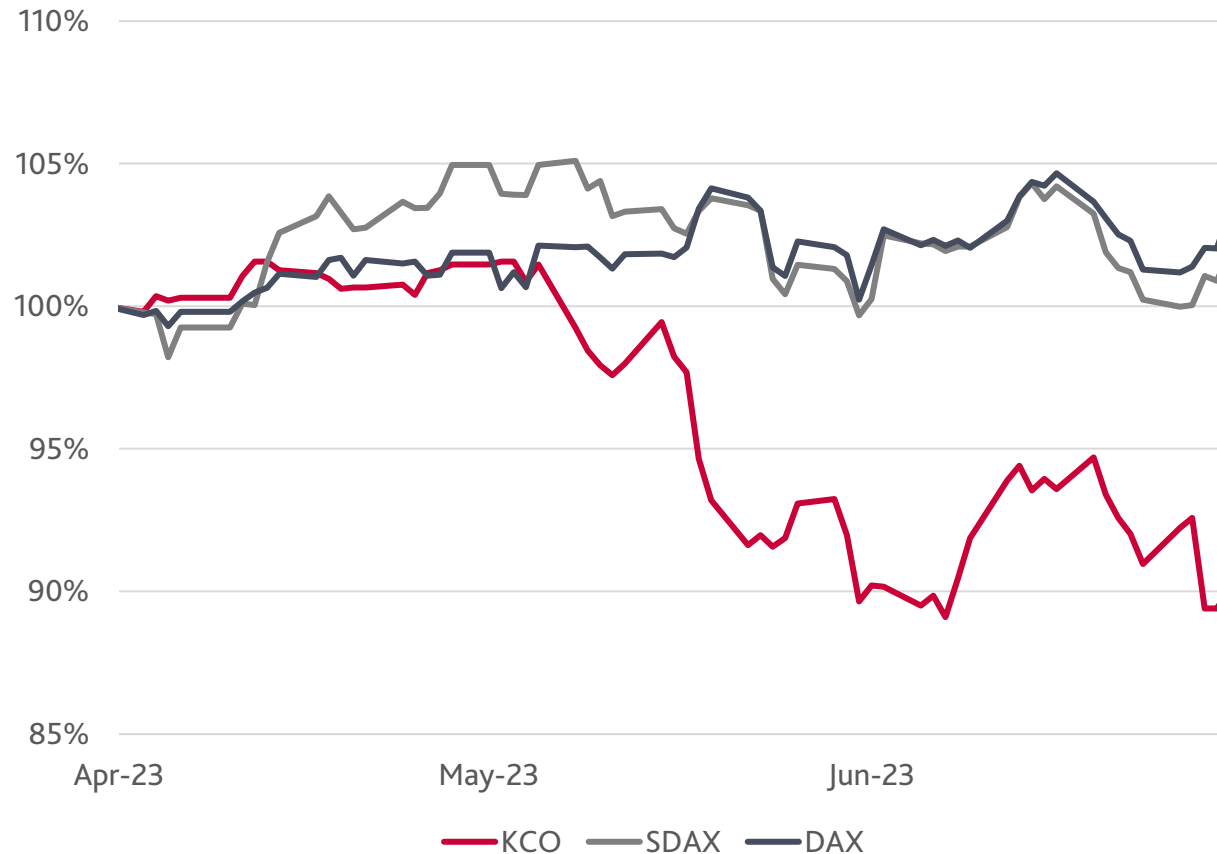
As of December 2022.

Date of publication	Subject to compulsory notification	Portion of voting stock
04/05/2023	Swoctem GmbH / Friedhelm Loh	29.97%
04/11/2022	The Goldman Sachs Group, Inc.	4.99%
22/05/2019	Claas Edmund Daun	3.05%
01/12/2022	Dimensional Holdings Inc.	3.01%

\*) The table lists all shareholders holding 3 % or more voting rights in Klöckner & Co SE due to the most recent voting rights notifications as of September 6, 2023 (Section 33 German Securities Trading Act (WpHG) respectively section 21 WpHG former version). Apart from the voting rights held by the shareholder itself, also voting rights attributed to him pursuant to section 34 WpHG (respectively section 22 WpHG former version) are included in the calculation of the share of voting rights. The table only contains the respective parent company being subject to the notification obligation, even if it made a notification also on behalf of any of its subsidiaries. Financial instruments according to Section 38 WpHG are not included in the table.



# SHARE PRICE PERFORMANCE IN Q2 2023



- The capital market environment in Q2 2023 was characterized by the rate hikes of central banks to tame inflation and the debt-ceiling standoff in the United States
- The share price of Klöckner & Co remained mostly flat in the beginning of Q2, reaching its highest level of €10.06 on two separate occasions; the first time on April 12 and 13 as well as a second time on May 2 and 3
- In May the share price decreased sharply, reaching its lowest level of €8.83 on June 7
- The Klöckner & Co share went out of trading at €8.92 on June 30

# DIVIDEND POLICY

In general, Klöckner & Co SE follows a dividend policy of distributing 30% of net income before special items.

Given the volatility of our business model, a sustainable dividend payment cannot be guaranteed. If there is a possibility of dividend distribution, we will pay it for the benefit of our investors.

- Compliance with the dividend policy of €0.80 per share for the years 2006 and 2007
- Suspension of the dividend policy for the financial year 2008 in view of the beginning of the Euro crisis and no dividend payment
- Due to earnings no dividend payment in 2009

- Inclusion of our general dividend policy in financial year 2010 with a dividend of €0.30 per share
- Due to earnings no dividend payment neither in 2011, 2012 and 2013 nor in 2015
- Full distribution of net profit for the financial year 2014
- Dividend payment of €0.20 per share in 2016 and €0.30 per share for the 2017 and 2018 fiscal year
- No dividend payment due to losses in 2019 and 2020
- Record dividend of €1.00 for the financial year 2021
- Dividend payment of €0.40 per share for the financial year 2022

## Dividend payment per share

2006	2007	2008 2009	2010	2011 2013	2014	2015	2016	2017	2018	2019 2020	2021	2022
€0.80	€0.80	-	€0.30	-	€0.20	-	€0.20	€0.30	€0.30	-	€1.00	€0.40

# CREATING VALUE THROUGH GREEN STEEL OFFERING

## Characteristics of the European green steel industry

- **Supply shortage** due to limited scrap and green H2 availability at competitive prices
- **Significant demand surplus** due to customers' need to reach emission reduction targets and sell green product
  - Negligible impact on customer prices expected

## The role of PCFs (product carbon footprint)

- Enabling customers to procure green volumes by increasing emission transparency
  - Allowing suppliers of green steel to generate premium for green products

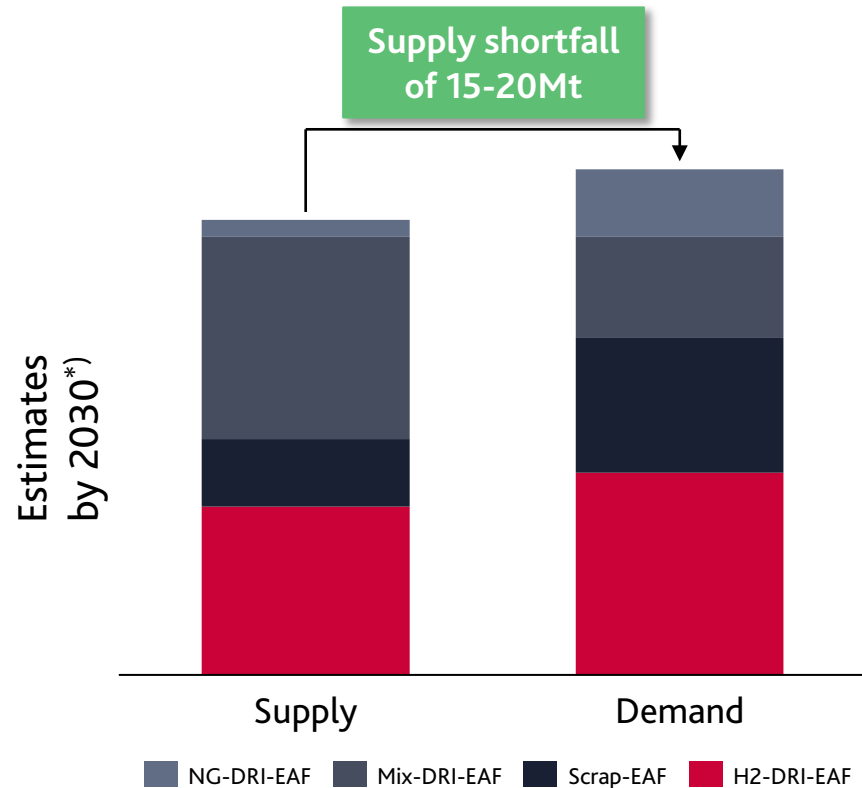


Green premium will be determined by

- cost base of producers
- willingness of consumers to pay to achieve emissions reductions
- dynamics of supply and demand

Green steel suppliers able to extract green premium for foreseeable future

# DEVELOPMENT OF THE EUROPEAN GREEN STEEL MARKET



\*) Source: BCG, Klöckner estimates, only flat steel

## Before 2025

- BF-BOF remains major source; also balanced steel on the market
- Demand mainly from lighthouse projects

## 2025 to 2030

- Capacity of up to 30 Mt mainly from mix of green H2 and natural gas; balanced steel disappears from market
- Accelerating demand from customers to meet reduction targets and sell green products; significant demand overhang

## Beyond 2030

- Steel production predominantly green from scrap-EAF or H2-DRI-EAF
- Majority of customer demand will be green steel



BALANCED

START

STEP

PLUS

PRO

PRIME

1750

1400

1000

700

400

0

Emission in kg CO<sub>2</sub> / t Steel

## LEADING THE SUSTAINABILITY TRANSFORMATION

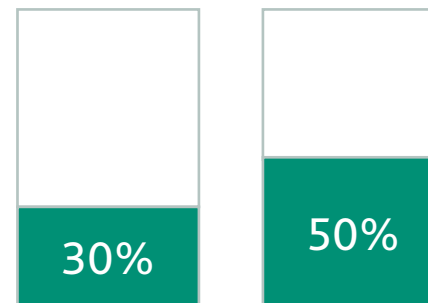
- ✓ Methodology along international standards
- ✓ No offsetting included in CO<sub>2</sub> load categorization (compensation data as add-on)
- ✓ Emissions from raw material to production
- ✓ Separate category for "balanced" green steel

# NEXIGEN® STEEL CATEGORIZATION

## Six categorizations for transparent carbon emissions

We have developed a categorization for CO<sub>2</sub>-reduced steel so that customers can directly see the carbon footprint of their purchased product.

Our ambition **2025-2030**



**>30% and >50% of volume** in the most sustainable "Prime & Pro" categories **by 2025 and 2030**, respectively

We aim at reaching savings of more than **4 million tons of CO<sub>2</sub>** annually

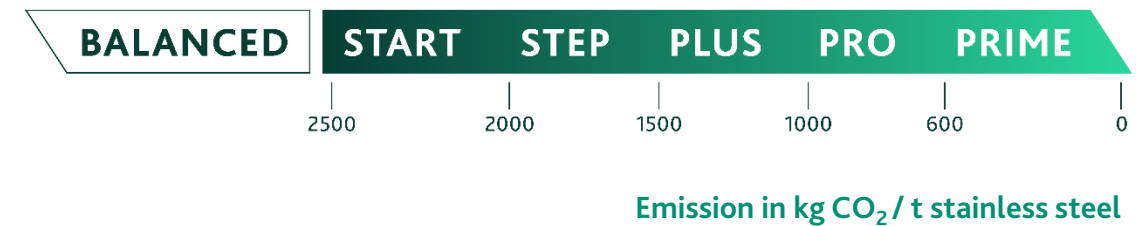




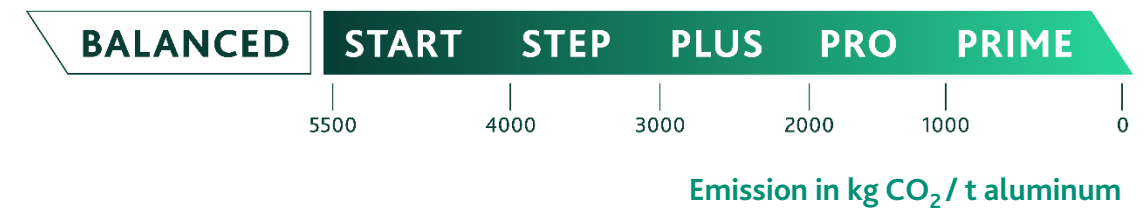
## A COMPREHENSIVE APPROACH

### Nexigen® categorizations for stainless steel & aluminum

#### Stainless Steel



#### Aluminum






Your partner for a  
sustainable tomorrow

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FINANCIAL CALENDAR

- October 31, 2023  
**Q3 quarterly statement 2023**
- March 13, 2024  
**Annual Financial Statement 2023**
- May 7, 2024  
**Q1 quarterly statement 2024**
- May 23, 2024  
**Annual General Meeting 2024**
- August 1, 2024  
**Half-yearly financial report 2024**