

Your partner for a sustainable tomorrow

ODDO BHF ROADSHOW

November 13, 2024

Guido Kerkhoff | CEO



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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

1. Overview

- 2. Strategy update and highlights
- 3. Financials
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KLÖCKNER & CO^{*)} AT A GLANCE















*) Continuing operations in accordance with IFRS 5. **) Before material special effects.

KLÖCKNER & CO VALUE CHAIN – EVERYTHING FROM ONE SOURCE





LEADING PLAYER IN FRAGMENTED MARKETS

Market shares of Klöckner & Co 2023



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

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)

STRENGTHENING FOCUS ON HIGHER VALUE-ADDED BUSINESS AND CORE MARKETS

Lowering complexity, increasing resilience and profitability:

Sold parts of the low margin distribution business in Europe (~10% of Sales but ~20% of FTEs)

Closed and integrated value accretive growth platform NMM

Acquired highly profitable Industrial Manufacturing Services and increased exposure to HVAB

Improved our role as a pioneer of a sustainable transformation of the steel industry

European Efficiency program successfully completed

Third consecutive dividend paid

FURTHER PORTFOLIO OPTIMIZATION LOWERS COMPLEXITY, INCREASES PROFITABILITY AND RESILIENCE

Our activities during the past year...

...lead to a higher focus on core markets

Sale of European distribution business:

- ~1,400 FTEs (20 % of group) with sales of ~€ 785m (10 % of group)
- Reduced exposure to low margin distribution business

Acquisitions in North American:

- Sales of ~USD 800m (10 % of group)
- Strengthening focus on HVAB while increasing profitability



• North America • Germany/Austria • Switzerland

Added ~€100m EBITDA per year on group level

Continuing to strengthen focus on HVAB

- Divestment of parts of European distribution business considerably reduces dependence on low margin, cyclical commodity distribution business
 - Sale significantly mitigated exposure to steel price correction during large parts of 2024
- Service Center business and especially HVAB less dependent on steel price developments due to contractual relationships with customers
- HVAB contributes significantly to the Group results each year
 - Makes up more than half of EBITDA before material special effects in 9M 2024
- Continuing shift to profitable and more stable HVAB
 - Strategic initiatives will be increasingly visible in HVAB exposure

EBITDA before MSE^{*)} development by business



Sales^{*)} split by business





*) Operational Group excluding Holding, consolidations and NMM acquisition (closed on August 1, 2023 and included as of January 1, 2024).

**) Continuing operations.

EXPANDING OUR HIGHER-VALUE ADDED SERVICE PORTFOLIO FURTHER

North America

Proof point of transforming commodity warehouses into HVAB centers in Dallas and Charlotte

- After significantly expanding laser capacity, the next step included investment into automated welding
 - Ability to perform complex services along the value chain of our customers
 - Adding capabilities in welding and finished parts manufacturing to our unique product portfolio
 - Further capacity expansion planned, particularly in Charlotte, to accommodate growth at IMS
- Expanding capabilities to become the best vertically integrated supplier for OEMs in North America

DACH region

Transformation towards HVAB well on track

Invested in fully automatic sawing and drilling line in Landsberg, Germany

- Investment as further proof point of HVAB transformation
- Target industries: Construction and Automotive in eastern and southern Germany
- Significantly expanding our processing capabilities

Further strengthening of our position in the growth defense sector

Continuing to drive our HVAB expansion forward

STRATEGIC PERCEPTION OF SUSTAINABILITY TRANSFORMATION

Significant opportunities from offering sustainable business solutions



LEADING THE SUSTAINABILITY TRANSFORMATION OF THE STEEL INDUSTRY





Capitalizing on sustainable business opportunities

- Intending to expand cooperation in metal products and related services in the future
- Already delivered first quantities of sustainable stainless steel to GEA
- Corresponds to "Pro" in category for CO₂-reduced stainless steel
 - CO₂ footprint of less than 700 kg CO₂ per ton; ~90% lower compared to conventional stainless steel
- Also delivering PCF; thus, providing cradle to customer entry gate emissions

We've come a long way Building sustainable business models for our customers

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



 ~52% reduction in 2023
 scope 1 & 2 emissions compared to SBTi base year 2019 Introduction of our CO₂-reduced steel categorization





First deliveries of CO₂-reduced steel quantities to Siemens and Mercedes-Benz

Winner of the German Sustainability Award for the second year in a row Launch of Nexigen® and introduction of categorizations for CO₂-reduced stainless steel and aluminum

Nexigen[®]



First tons of CO₂-reduced stainless steel from Outokumpu

Pioneering role in the sustainability transformation of the steel industry



Klöckner & Co SE | Oddo Roadshow

NEXIGEN® STEEL CATEGORIZATION Six categorizations for transparent carbon emissions

We have developed a categorization for CO_2 -reduced steel so that customers can directly see the carbon footprint of their purchased product.

					PRIME	
 1750	14	 400	 1000	700	 400	 0

Emission in kg CO_2 / t steel

LEADING THE SUSTAINABILITY TRANSFORMATION

Methodology along international standards

No offsetting included in CO₂ load
 categorization (compensation data as add-on)

Emissions from raw material to production

Separate category for "balanced" green steel

Accelerating further

Launch of innovative Nexigen® PCF Algorithm

✓ Individualized Product Carbon Footprints (PCF)

Offering our customers individualized PCFs for nearly all 190,000 products; for gray and CO_2 -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

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HIGHLIGHTS OF Q3 2024

	Q3 2024	Q3 2023	Delta	
Shipments (Tto)	1,122	1,091	+2.8%	Slightly up yoy on Group level driven by continued strong development of Kloeckner Metals Americas
Sales (€m)	1,646	1,756	-6.3%	Decrease yoy as a result of significantly lower average price level
Gross profit (€m)	262	282	-7.1%	Down yoy due to negative price effects
EBITDA ^{*)} (€m)	21	44	-23	EBITDA within guidance range despite challenging market environment
Oper. CF (€m)	-62	40	-102	Negative in Q3 2024 after positive OCF in Q2 2024 and H1 2024
Net financial debt (€m)	872	923	-51	Decrease yoy after closing of NMM acquisition in Q3 2023

*) Before material special effects.

SOLID OPERATING PERFORMANCE

Our net working capital management



- Ongoing difficult market environment with significant steel price correction over large parts of the year leading to windfall losses
 - However, achieved EBITDA before material special effects of €21m within guidance range in Q3 2024 and €104m in 9M 2024
- Commitment to increase exposure to HVAB further to reduce earnings volatility and generate more stable cash flows
- Continuing to leverage digitalization and automation initiatives
 - Digital quotes increased by more than 27% yoy in 9M 2024

SHIPMENTS, SALES AND GROSS PROFIT



Shipments & Sales

Gross profit & Gross profit margin



EBITDA IN Q3 2024



- Generated EBITDA before material special effects of €21m in Q3 2024 despite ongoing challenging market environment
- Positive volume effect of €8m and negative price effect of €24m
- OPEX in Q3 2024 up only €7m yoy despite inflationary environment; consistent cost management going forward
- Minor F/X effects

CASH FLOW AND NET DEBT DEVELOPMENT

Cash flow Q3 2024 (€m)



Net financial debt 06.2024 vs 09.2024 (€m)



- **Reported EBITDA** of €13m
- Net working capital increase of €51m
- Other of €11m relate to receivables and other assets and liabilities
- Negative cash flow from operating activities of €62m
- Net CAPEX of €31m
- Accordingly negative **free cash flow** of €94m

- Net financial debt increased from €779m to €872m
- Positive **F/X translation effects** of €19m

BALANCE SHEET DEVELOPMENT

Equity ratio of 48%, gearing^{*)} of 53% and leverage of 7.2x

3,867 3,569 1,132 1,227 1,400 773 873 407 155 74 121 Dec. 31, 2023 Sep. 30, 2024 Non-current assets Trade receivables**) Liquidity Inventories Other current assets

Assets



Equity & Liabilities

*) Gearing = Net financial debt / (Consolidated equity ./. non-controlling interests ./. goodwill resulting

from acquisitions subsequent to May 23, 2019).

**) Incl. contract assets and supplier bonuses.

***) Incl. contract liabilities and advance payments received.

MATURITY PROFILE

Facility	Committed	Drawn amount				
(€m)	Sep 30, 2024	Sep 30, 2024	Dec 31, 2023			
Syndicated Loan	400	160	155			
ABS Europe ¹⁾	300	60	98			
ABL USA	581	415	407			
ABL Mexico	103	0	-			
Bilaterals Switzerland	170	101	59			
Other Bilaterals	71	71	78			
Leases	139	139	133			
Total Debt	1,764	946	930			
Cash		74	155			
Net Debt		872	775			

1) In February 2024 the participating entities from the UK, FR and NL have exited the program; we will review the program in 2024 and will probably reduce its size significantly.

- 2) Equity attributable to shareholders of Klöckner & Co SE less goodwill from business combinations subsequent to May 23, 2019.
- 3) Net debt as reported/Adjusted equity.

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

€m	Sep 30, 2024
Adjusted equity ²⁾	1,648
Net Debt	872
Gearing ³⁾	53%
Leverage ⁴⁾	7.2x

Maturity profile (excl. Leases) in €m, Sep 30, 2024



Syndicated Loan ABS Europe ABL USA ABL Mexico Bilaterals CH Other Bilaterals

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REGION SPECIFIC BUSINESS OUTLOOK 2024



OUTLOOK

- FY
 EBITDA expectation of €120-180m before material special effects
 Expecting significantly positive operating cash flow, but below previous year's level

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QUARTERLY AND FY RESULTS

(€m)	Q3 2024*)	Q2 2024*)	Q1 2024*)	Q4 2023*)	Q3 2023*)	Q2 2023*)	Q1 2023*)	Q4 2022*)	Q4 2022	Q3 2022	Q2 2022	Q1 2022	FY 2023*)	FY 2022*)	FY 2022	FY 2021	FY 2020	FY 2019
Shipments (Tto)	1,122	1,164	1,139	1,026	1,091	1,044	1,087	941	1,047	1,148	1,226	1,257	4,248	4,193	4,679	4,881	4,873	5,648
Sales	1,646	1,765	1,737	1,606	1,756	1,754	1,840	1,775	1,993	2,367	2,580	2,438	6,957	8,337	9,379	7,441	5,130	6,315
Gross profit	262	294	297	269	282	296	311	232	269	305	508	482	1,157	1,328	1,563	1,893	1,047	1,158
% margin	15.9	16.6	17.1	16.7	16.0	16.9	16.9	13.1	13.5	12.9	19.7	19.8	16.6	15.9	16.7	25.4	20.4	18.3
BITDA bef. material special effects	21	42	42	17	44	65	65	-19	-22	16	222	201	190	355	417	848	111	124
Material special effects	-8	0	-5	-5	0	0	5	3	11	0	1	53	0	52	64	-30	-59	15
EBITDA rep.	13	42	37	12	44	65	70	-16	-12	16	223	254	190	407	481	879	52	139
% margin	0.8	2.4	2.2	0.7	2.5	3.6	3.8	-0.9	-0.6	0.7	8.6	10.4	2.7	4.9	5.1	11.8	1.0	2.2
BITDA rep. (curr. eff.)	0	3	0	-2	4	0	-4	1	0	9	12	9	-3	30	31	-16	1	5
BIT	-17	11	5	-29	15	38	43	-45	-49	-18	191	223	66	299	348	754	-93	2
Income from Investments	0	-2	1	0	-1	0	-2	0	0	1	4	0	-4	6	6	11	0	0
Financial result	-16	-15	-17	-18	-12	-8	-8	-11	-11	-8	-8	-7	-46	-34	-34	-17	-30	-41
BT	-33	-5	-11	-47	1	29	34	-55	-60	-25	188	216	16	270	319	748	-124	-39
Incometaxes	4	-13	3	12	-4	-14	-10	13	18	3	-37	-44	-16	-57	-60	-119	9	-16
Net income	-29	-18	-8	-35	-3	15	24	-42	-42	-22	151	172	0	213	259	629	-114	-55
Minority interests	0	0	0	0	0	0	0	0	0	0	2	4	1	6	6	10	2	1
Net income KCO	-29	-18	-8	-35	-3	15	23	-42	-42	-22	149	168	-1	207	253	619	-116	-56
EPS basic (€)	-0.29	-0.18	-0.08	-0.36	-0.04	0.15	0.23	-0.42	-0.42	-0.22	1.50	1.68	-0.01	2.08	2.54	6.21	-1.16	-0.56
EPS diluted (€)	-0.29	-0.18	-0.08	-0.36	-0.04	0.15	0.22	-0.42	-0.42	-0.22	1.36	1.53	-0.01	1.90	2.32	5.58	-1.16	-0.56
NWC	1,528	1,506	1,540	1,489	1,865	1,696	1,735	1,789	1,789	2,185	2,239	2,258	1,489	1,789	1,789	1,813	967	1,119
Net debt	872	779	790	775	923	596	539	584	584	806	903	999	775	584	584	762	351	445

*) Continuing operations in accordance with IFRS 5.

SEGMENT PERFORMANCE



KM Europe





EBITDA^{*)} (€m)



*) Adjusted for material special effects in Q4 2023, Q1 2024 and Q3 2024 in KM Europe and Q3 2024 in KM Americas.

SALES BY MARKETS, PRODUCTS AND INDUSTRIES



Sales by products



Sales by industries



Construction

- Manufacturing, Machinery, Mechanical Engineering
- Transportation
- Appliances and Consumer Goods
- Metal Distribution & Other
- Metal Transforming

As of December 31, 2023. Continuing operations.

CURRENT SHAREHOLDER STRUCTURE

Geographical breakdown of identified institutional investors

- Around 99% of investors identified in June 2024
- Identified institutional investors account for 61%
- German investors incl. retail dominate
- Retail shareholders represent 25%



As of June 2024

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

Date of publication	Subject to compulsory notification	Portion of voting stock
05/02/2024	Swoctem GmbH / Friedhelm Loh	41.53%
10/07/2024	Rossmann Beteiligungs GmbH	5.17%
04/11/2022	The Goldman Sachs Group, Inc.	4.99%
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 November 13, 2024 (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 Q3 2024



- The share price of Klöckner & Co showed a negative trend through the third quarter of 2024
- It reached its peak on June 4 with €5.64
- Subsequently, the share price fluctuated and declined
- It went out of trading at €5.16 on September 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
- Third consecutive dividend payment of €0.20 per share for the financial year 2023

2006	2007	2008 2009	2010	2011 2013	2014	2015	2016	2017	2018	2019 2020	2021	2022	2023
€0.80	€0.80	-	€0.30	-	€0.20	-	€0.20	€0.30	€0.30	-	€1.00	€0.40	€0.20

Dividend payment per share

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

OUR AMBITIOUS CLIMATE TARGETS





A COMPREHENSIVE APPROACH

Nexigen[®] categorizations for stainless steel & aluminum

Stainless Steel

BALANCED	START	STEP	PLUS	PRO	PRIME	
	2500	 2000	1500	 1000	 600	 0

Emission in kg CO_2 / t stainless steel

Aluminum



Emission in kg CO₂ / t aluminum

Nexigen[®]



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March 12, 2025
Annual Financial Statement 2024

May 7, 2025 Q1 quarterly statement 2025

May 28, 2025 Annual General Meeting 2025

August 6, 2025 Half-yearly Financial Report 2025