## Investor presentation

March 2 O 22

## Agenda

(1) Introduction

2 FY 2021 update
3 Financial review
4 Strategic initiatives
5 Summary and outlook
(6) Q\&A

7 Appendix

## Refractories are essential for our modern world



## Refractory applications

| Customer industries | Main application | Lifetime and costs | Refractory characteristics |
| :--- | :--- | :--- | :--- | :--- | :--- |

## Customer and end user markets



## Global leader in a highly fragmented market

## Growth opportunity through consolidation

Global market share


Regional market share ${ }^{1}{ }^{1}$


## Raw material and refractory process overview

Raw material production


Refractory production


Firing and/or heat treatment


## Vertical integration benefits

Our magnesite raw material assets are amongst the lowest cost globally

DBM 98: Indicative cost curve
RHIM assets
Global DBM assets (non RHIM)

EBITA margin contribution


Vertical integration margin
Vertical integration
Refractory margin

## Solutions contracts

## RHI Magnesita can offer full heat management solutions to its customers

## Client benefit

$\checkmark$ Reduced downtime
$\checkmark$ Lower refractory consumption
$\checkmark$ Lower energy and other raw materials consumption
$\checkmark$ Higher productivity and cost savings

## RHI Magnesita benefit

$\checkmark$ Market share gains
$\checkmark$ Higher client retention
$\checkmark$ Barriers to entry
$\checkmark$ Longer contracts
$\checkmark$ Higher margins as contract matures


## Heat management solutions

## Growing our solutions offering

- RHI Magnesita's unique global footprint, service offering and comprehensive product range allows it to offer full heat management solutions to its customers
- Solutions contracts are:
- c.5-7 years long, usually renewed on expiry
- Offered at a fixed price per unit of production (subject to certain adjustments) which is competitive compared to the customer's previous cost of refractories
- A way for the Group to utilize its digital and advanced materials technology to improve the customer's production efficiency
- Higher margin over the life of the contract with an initial phase of lower margins
- Used to foster a longer term strategic relationship with our clients
- The Group has a targets to increase the proportion of its total revenue from solutions contracts to $40 \%$ by 2025


## Solutions contracts

\% of Group revenue



## Strategic initiatives targets

Internal investment programme to deliver significant cost savings and sales benefits

## Cumulative EBITA improvement

€ million


- Cost saving initiatives:
- Production Optimisation Plan
- SG\&A savings
- Sales strategies:
- Solutions business model
- New markets
- Flow control
- Digitalisation

1. Cumulative improvement measured from 2019
2. 2020 benefited from the one off fixed-cost reduction of $€ 50$ million, taken as mitigating measures against the impact of COVID-19 and this has been excluded from the EBITA improvement shown in the chart, including $€ 7$ million to be maintained into 2021 in the form of lower depreciation.
3. Cost saving initiatives include the $€ 15$ million benefit from the Operational turnaround

## Production Optimisation Plan

## Projects completing and ramping up in 2022/20231

| Site | Completion date | IRR | Payback period | Goal |
| :---: | :---: | :---: | :---: | :---: |
| Hochfilzen Austria | Q4/21 | c.20\% | 6 years | Consolidate European dolomite production into single low-cost site, reduce costs, extend asset life |
| Radenthein Austria | H2/22 | c.40\% | 2 years | Increase output and reduce conversion costs at flagship digital and automated plant |
| Brumado <br> Brazil | H2/22 | c.35\% | 4 years | Install new production technology to reduce costs, widen product range, and extend asset life |
| Contagem Brazil | H2/22 | c.35\% | 4 years | Reduce plant complexity and increase productivity, create magnesite hub for Americas |
| Urmitz Germany | H1/22 | c.65\% | 3 years | Modernisation, expansion and upgrade for non-basic refractory production |

## Summary and investment case <br> The leader of the global refractory industry

- We are undergoing a significant strategic transformation
- Production Optimisation Plan to rationalise production footprint
- Strong growth in new markets of India, China and Turkey
- M\&A consolidation opportunity
- We are a sustainability leader in the refractory industry
- Recycling rate $6.8 \%$, target $10 \%$ by 2025
- €50m CO 2 capture R\&D ongoing
- Market leader in EAF refractories, essential for steel emissions reduction
- We are an innovation and technology leader
- Bringing new refractory technologies to market
- Solutions contracts increasing towards 40\% target - only RHI Magnesita can offer full heat management solutions to its customers


RHI MAGNESITA

## FY 2021 update <br> Stefan Borgas, CEO

## Revenue growth offset by higher costs

## Strong revenue recovery offset by higher costs due to global logistics disruption

## Revenue and volume recovery

€ million, kt


Price increases offset by higher costs € million


- Strong customer demand and market share gains drives volume and revenue growth
- Volumes above 2019 levels
- €127m of €130m targeted price increase realised, mainly in Q4
- Restored EBITA margin to $12.5 \%$ in Q4
- Unprecedented supply chain challenges
- Higher costs passed on but with time lag
- Significant inventory increase and use of air freight to guarantee customer deliveries
- Strategic projects progressed despite logistics disruption and cost inflation
- M\&A progress in Turkey and China
- Optimisation projects to ramp up starting in 2 O 22


## Health and safety

## Health and safety is a core value at RHI Magnesita

## Slight increase in injury rates

in FY 2021

2. Lost time injury frequency rate per 200,000 hours

- LTIF and TRIF remained low in 2021
- LTIF 0.18 (2O2O: 0.13)
- TRIF 0.60 (2020: 0.45)
- The rate of occupational injuries increased slightly in 2O21:
- Some staff returning to workplaces for the first time following the pandemic
- Plants running with high production volumes
- Construction projects present more frequent and changing hazards
- New initiative launched in July focused on safety culture, aimed at encouraging the reporting of potential hazards


## Financial highlights

Inventory levels and net debt increased to ensure customer deliveries

| Revenue ${ }^{1}$ | Adjusted EBITA ${ }^{1}$ |
| :---: | :---: |
| $€ 2.6 \mathrm{bn}$ | $€ 280 \mathrm{~m}$ |
| -16\% | - $9 \%$ |
| Cash returned to shareholders | Capex |
| $€ 167 \mathrm{~m}$ | $€ 252 \mathrm{~m}$ |
| - $315 \%$ | -61\% |

Adjusted EBITA margin
11.0\%
(70)bps

Working Capital intensity ${ }^{3}$
23.3\%
-740bps

Adjusted Earnings per share

## €4.52ps

. $38 \%$

Net debt to adjusted EBITDA ${ }^{4}$
2.6x
-1.1x

## Steel division overview

## Revenue growth rate ahead of the market, offset by higher costs



- Steel division revenue $+16 \%$ driven by growth in new markets and Brazil, $+20 \%$ constant currency
- RHIM steel volume growth $16 \%$ materially ahead of the market (WSA global steel production $+4 \%$, ex-China $+13 \%$ )
- Margin headwinds impacted profitability in first nine months:
- North America margin stable, remains most profitable region
- Substantial margin increase in China and East Asia combined with market share growth
- Margin deterioration in India and West Asia and South America due to high-cost inflation and timing of passthrough costs
- Group steel gross margin 180bps lower compared to 2020
- Outlook for 2 O 22
- Strong order book for H1 2 O 22
- Normalised volumes in H2 2 O 22


## Steel division performance by region

Growth in market share in key growth markets due to strategic investments

## Industrial division overview

## Revenue growth of 6\% with stable gross margins

- Industrial division revenue increased by $6 \%$ to $€ 729$ million driven by cement and lime
- Record year for volumes from new orders and carry-over of delayed orders from 2020
- Industrial projects revenue broadly flat at €407 million, volumes limited by plant capacity
- Gross margin down 30bps compared to 2020
- Strong increase in Industrial Projects margins offset by significant margin pressure in cement business
- Cement pricing in Q1 2021 impacted by timing of annual cement cycle (prices set in H2 2O2O)
- Strong demand and visibility at normal levels
- Order book covering most of 2 O 22
- Stronger pricing environment for Q4 2021 and Q1 2022 cement maintenance season


## Sustainability leadership

## Considerable progress in sustainability initiatives

Use of secondary raw material \% of total raw material used


- Increased recycling rate supported by improving customer engagement and sourcing of secondary raw materials
- Ongoing €50 million R\&D investment in carbon capture technologies
- ESG performance link established on $€ 1.2$ billion of bonds and loans issued or extended during 2021
- Board gender diversity 38\%, executive level (EMT and direct reports) 22\%
- Sustainable procurement initiative launched
- Strong ratings from independent ESG analysts
- MSCIAA
- CDPB
- EcoVadis increased to Gold



## R\&D leadership

Nano graphite coated refractories save energy and improve performance

- Tested at two customer sites in Brazil as proof of concept in 2 O 21
- Will be rolled out to seven customers in 2022 in the Americas
- 'Magnano' process converts carbon black into nano graphite coating of fused magnesia aggregate
- Better refractory performance
- Significant customer energy savings


RHI MAGNESITA

## Financial review

## Ian Botha, CFO



## Profit and loss summary

## Top line growth offset by margin pressures

| € m | 2021 | 2020 ${ }^{1}$ | Change |
| :---: | :---: | :---: | :---: |
| Revenue | 2,551 | 2,259 | 12.9\% |
| Gross profit | 584 | 550 | 6.2\% |
| Gross margin (\%) | 22.9\% | 24.4\% | (150)bps |
| Adjusted EBITA | 280 | 260 | 7.7\% |
| Adjusted EBITA margin (\%) | 11.0\% | 11.5\% | (50)bps |
| Finance charges | (19) | (71) | (73)\% |
| Adjusted Profit before tax | 270 | 197 | 37\% |
| Adjusted effective tax rate | 18.0\% | 16.7\% | (130)bps |
| Tax | (49) | (33) | 50\% |
| Adjusted Profit after tax | 222 | 164 | 35\% |
| Adjusted EPS (€) | 4.52 | 3.28 | 38\% |
| Dividend per share (€) | 1.50 | 1.50 | 0\% |

- Solid revenue growth of $13 \%$ offset by higher costs resulting in gross profit of $€ 584$ million
- Adjusted EBITA of $€ 280$ million within guidance range of €280-310 million
- €36 million savings from strategic cost initiatives and €13 million contribution from sales strategies
- Adjusted profit after tax and EPS benefit from lower finance charges, due to positive benefit from foreign exchange movements of $€ 3$ million (2020: $€(43)$ million)
- Final dividend of $€ 1.00$ per share recommended, representing full year dividend of $€ 1.50$ per share


## 2021 revenue bridge

Strong revenue growth driven by recovery from COVID-19 and price increases


## EBITA bridge

Increased volumes, price increases and strategic cost savings offset by significant cost inflation


[^0]2. Illustrative breakdown of cost inflation after adjusting for change in volumes
3. Temporary covid business response cost savings of $€ 50$ million were incurred in 2020 and were one-off in nature and returned to the cost base in 2021 . $€ 7$ million is recurring in the form of lower depreciation

28 Investor Presentation | March 2022

## Refractory margins impacted by higher costs

Time delay to pass on price increases to customers


## Raw material prices



## Freight

## Largest category of cost inflation with additional adverse effects on inventory, network efficiency and customer order fulfilment

## Freight

Freight as a \% of COGS


- Freight costs increased by $€ 92$ million in 2021 versus the prior year
- Sea freight $+€ 80 \mathrm{~m}$, air freight $+€ 12 \mathrm{~m}$
- €80m increase in sea freight comprises $+€ 12 \mathrm{~m}$ due to volume increase and $+€ 68$ million of cost inflation
- High demand for freight and a shortage of container and shipping capacity resulted in significant delays and higher shipping costs
- Shanghai containerized freight index was 209\% higher on average in 2 O 21 compared to 2020
- Freight represented 12.0\% of COGS (2O20: 8.0\%)


## Energy

RHI MAGNESITA

## Significant increase across all key energy sources

- The key benchmark prices for the Group are European natural gas. European power and global oil prices
- 2021 energy costs increased by $25 \%$ to €187 million (2020: €150 million)
- +€34m cost inflation and $+€ 3 \mathrm{~m}$ volume impact


## European power

Austria and Germany baseload



European natural gas
Netherlands TTF
Rebased to 100


Oil
Brent crude


## Energy by type <br> \% of total € cost in 2021

## Raw materials

Higher raw material price environment benefits vertical integration margin but increases costs for externally purchased raw material

Raw material prices 2020-21
Rebased to 100


[^1]- Cost of purchased raw materials increased by $€ 69$ million in 2 O 21
- Main exposure is to magnesite and alumina based raw materials
- c.70\% self sufficient in magnesite, plus 6.8\% from secondary raw material
- 100\% of alumina based and other raw materials e.g. graphite, zirconium are purchased externally


## Price increases realised in Q4

## Margins restored in Q4 due to delayed benefit of price increases

Q4 revenue and margin momentum


- $75 \%$ of price increases realised in Q4
- Strong run rate established heading into 2022
- Further cost increases expected, price increases under negotiation to maintain margin levels


## Working capital intensity above target range

Response to supply chain challenges required significant additional inventory


Working capital intensity above
target range of $15 \%-18 \%$
(after working capital finance)



## Accounts Payable ${ }^{2}$



Inventory increased by $€ 500$ million to meet strong customer demand


1. Accounts receivable calculated as trade receivables plus contract assets less contract liabilities, as per financial statements
2. Accounts payable refers to trade payables, as per financial statements
3. Higher volumes of $€ 125 \mathrm{~m}$ and higher costs of $€ 170 \mathrm{~m}$ comprised of $€ 55 \mathrm{~m}$ in raw materials and €115m in finished goods

## Gearing increased due to inventory build <br> Inventory levels to remain elevated for duration of supply chain disruption




- Leverage of 2.6x net debt : EBITDA is above targeted range of 0.5-1.5x
- Inventory levels expected to remain high during 2 O 22 until supply chain disruption improves
- Organic and M\&A led EBITDA growth expected in 2022 and 2023
- Group benefits from significant available liquidity of $€ 1,181$ million (2O20: €1,189 million)
- Long dated debt maturity profile following over €1 billion of refinancing achieved in 2O21, largely ESG linked

1. Includes $€ 600$ m undrawn RCF, matures in 2027
2. Includes IFRS 16 leases
3. Includes IFRS 16 leases

2021 Full Year Results I February 2022

Strategic initiatives
Stefan Borgas, CEO

## Strategic initiatives targets

Benefit of cost and sales initiatives increased and delayed by one year

## Cumulative EBITA improvement

€ million'


2021 Full Year Results | February 2022

- 2022 target increased but delayed until 2 O 23
- 90\% of original cost target and 60\% of sales target expected to be achieved in 2022
- Delays resulting from COVID lockdowns, labour shortages and project execution disruption
- Main impact to cost saving programme is 6 month delay of Brumado project and postponement of Mainzlar closure
- Sales strategies held back by restricted access to customer sites during the pandemic - essential for flow control trials and solutions contracts

2. 2020 benefited from the one off fixed-cost reduction of $€ 50$ million, taken as mitigating measures against the impact of COVID-19 and this has been excluded from the EBITA improvement shown in the chart, including $€ 7$ million to be maintained into 2021 in the form of lower depreciation.
3. Cost saving initiatives include the $€ 15$ million benefit from the Operational turnaround

## Production Optimisation Plan update

## Minor delays to Brumado, Contagem and Radenthein - project

 economics remain attractive| Site | Completion date | Delay | Payback period | Goal |
| :---: | :---: | :---: | :---: | :---: |
| Hochfilzen Austria | Q4/21 | - | 6 years | Consolidate European dolomite production into single low-cost site, reduce costs, extend asset life |
| Radenthein Austria | H2/22 | 3 months | 2 years | Increase output and reduce conversion costs at flagship digital and automated plant |
| Brumado Brazil | H2/22 | 6 months | 4 years | Install new production technology to reduce costs, widen product range, and extend asset life |
| Contagem Brazil | H2/22 | 3 months | 4 years | Reduce plant complexity and increase productivity, create magnesite hub for Americas |
| Urmitz Germany | H1/22 | - | 3 years | Modernisation, expansion and upgrade for non-basic refractory production |




## Sales strategies update



## Expansion of capacity \& market access in China Chongqing plant joint venture

- RHI Magnesita has agreed to acquire and fund "RHIM Chongqing Ltd" joint venture
- €5 million purchase consideration for 51\%
- c.€12 million capital expenditures to be invested in production growth
- IRR >25\%
- Existing fully automated plant to be expanded with non-basic refractory production
- Complementary to RHIM's basic production at Dalian
- Creates ‘one stop shop’ for cement customers in China and Southeast Asia
- Potential to expand into other customer sectors and product lines



## SÖRMAŞ, Turkey

Completion in H2 2O22, competition clearance ongoing

- €39 million cash acquisition
- Producer of refractories for the cement, steel, glass and other industries in Turkey
- FY 2 O 20 underlying EBITDA €6.4 million
- Compelling strategic rationale
- Growth in key target geography
- Significantly expands local product portfolio
- Creates production hub and platform for regional growth
- Further potential to deliver full-line service solutions


RHI MAGNESITA

Appendix

## 2022 Guidance

- Total capital expenditure: €190m (includes €12 million investment in Chongqing JV, China)
- Maintenance capex: €85m
- Project capex: €105m
- Depreciation: €125m
- Amortisation: €25m
- Net interest expense: $€ 25 \mathrm{~m}$ (excluding pensions of $€ 6 \mathrm{~m}$ )
- Adjusted effective tax rate: 20-22 \%
- Strategic initiatives in 2022: €120 million
- Cumulative EBITA benefit cost initiatives: $€ 90$ million
- Cumulative EBITA benefit sales initiatives: c.€30 million


## Capital allocation



- RHI Magnesita allocates capital to support its long-term strategy, seeking to deliver attractive shareholder returns over the medium term
- 2.6x leverage currently above targeted range
- Organic investments:
- €177 million project capex in 2021
- Shareholder returns of €167 million:
- €96 million share buyback completed in 2021 ( $€ 2$ million in 2020), 4\% earnings accretion
- €71 million dividend paid in 2021 from $€ 1.50$ ps


## Capital expenditure returning to lower levels



- Peak capital expenditure in 2 O 21 as we invest to deliver cost reduction and sales initiatives
- Projects are proceeding largely on budget and on-time, despite COVID-19:
- Plant closures
- Refractory plant specialisation and cost reduction
- Raw material plant cost reduction
- Sales strategies
- Further c.€5 million expansionary capital expenditure required in 2 O 22 for the completion of the POP
- c.€12 million expansionary capital expenditure required in 2 O 22 for investment in the Chongqing JV
- Capex is expected to return to c. $€ 130$ million in 2024

[^2]
## Net debt higher due to capex and inventories

Peak of internal investment programme coincides with supply chain disruption


[^3] research incentives
3. $€ 56$ million restructuring other including $€ 16$ million of the Normag termination power contract, $€ 5$ million from the Drogheda and Porsgrunn divesture and $€ 36$ million severance and other restructuring
4. Dividend of $€ 71$ million, and share buyback of $€ 96$ million

49 Investor Presentation | March 2 O 22

## Impact of foreign currency movement

## Impact of foreign currency movement

EBITA sensitivity in 2021

|  | Appreciation vs EUR |  | Depreciation vs EUR |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Unit | $\begin{gathered} \text { Increase / } \\ \text { (decrease) } \\ \text { in EBITA ( } € \mathrm{~m}) \end{gathered}$ | Unit | $\begin{gathered} \text { Increase / } \\ \text { (decrease) } \\ \text { in EBITA (€m) } \end{gathered}$ |
| USD | -1 cent | +2.53 | +1 cent | -2.53 |
| CNY | -0.01 yuan | -0.09 | +0.01 yuan | +0.09 |
| BRL | -0.10 reais | -0.71 | +0.10 reais | +0.71 |
| INR | -1 rupee | +0.63 | +1 rupee | -0.63 |
| TRY | -0.1 lira | -0.03 | +O.1 lira | +0.03 |

2021 exchange rates

|  | FY 2021 | FY 2021 | FY 2021 | FY 2020 |
| :---: | :---: | :---: | :---: | :---: |
| EUR: | Opening <br> Rate | Closing <br> Rate | Average <br> Rate | Average <br> Rate |
| USD | 1.23 | 1.13 | 1,19 | 1,14 |
| CNY | 8.03 | 7.20 | 7,68 | 7,89 |
| BRL | 6.38 | 6.30 | 6,38 | 5,83 |
| INR | 89.8 | 83.9 | 87,8 | 84,1 |
| TRY | 9.07 | 15.0 | 10,29 | 7,96 |

## Reconciliation of adjusted earnings

| €m | $2021$ <br> Reported | Adjustment items | FY Adjusted |
| :---: | :---: | :---: | :---: |
| EBITA | 236 | 44 | 280 |
| Amortisation | (22) | 22 | - |
| Net finance costs | (25) | 6 | (19) |
| Share of profit of joint ventures | 100 | (91) | 9 |
| Profit before tax | 289 | (19) | 270 |
| Income tax ${ }^{1}$ | (39) | (10) | (49) |
| Profit after tax | 250 | (28) | 222 |
| Effective tax rate | 14\% |  | 18\% |
| Non controlling interest | 7 |  | 7 |
| Profit attributable to shareholders | 243 | (28) | 215 |
| EPS ${ }^{2}$ | 5.10 | 0.58 | 4.52 |

## EBITA adjustments:

- €91 million recorded in share of joint ventures and associates following the proceeds from the sale of the Group's 50\% stake in the Magnifin Joint Venture.
- €(44) million recorded in "restructurings, other income and expenses", relating mainly to the cost reduction initiatives, including €16 million relating to the plant closure at Trieben, Germany, and $€ 29$ million for impairment of Dashiqiao, China. These included severance costs of $€ 1$ million and noncash impairments of €41 million;
- €22 million amortisation of intangible assets created at the time of the merger between RHI and Magnesita
- €6 million non-cash other net financial expenses, these include $€ 6$ million non-cash present value adjustment of the provision for the unfavourable contract required to satisfy EU remedies

[^4]
## Cash flow reconciliation

| €m | 2021 |
| :---: | :---: |
| Adjusted EBITA | 280 |
| Working capital | (283) |
| Changes in other assets and liabilities | (90) |
| Capex | (252) |
| Depreciation | 109 |
| Operating cash flow | (236) |
| Cash tax | (39) |
| Net interest expense | (25) |
| Restructuring and transaction costs | (56) |
| Magnifin disposal proceeds | 100 |
| Dividends | (71) |
| Share buyback | (96) |
| Right of use assets acquisition | (13) |
| Sale of subsidiaries | 8 |
| Derivative gains | 1 |
| Free cash flow | (427) |
| Legacy debt change | 409 |
| Others | (5) |
| Total cash flow | (23) |

[^5]
## Return on invested capital

| Group ROIC | 2020 | 2021 |
| :--- | :---: | :---: |
| Invested Capital (€m) | 1.754 | 2.296 |
| NOPAT (€m) | 201 | 219 |
| ROIC (\%) | $11.5 \%$ | $9.6 \%$ |
|  |  |  |
| Backward integration ROIC |  |  |
| Invested Capital (€m) | 385 | 377 |
| NOPAT (€m) | 52 | 61 |
| ROIC (\%) | $13.5 \%$ | $16.2 \%$ |
|  |  |  |
| Refractory ROIC |  |  |
| Invested Capital (€m) | 1.369 | 1.919 |
| NOPAT (€m) | 149 | 158 |
| ROIC (\%) | $10.9 \%$ | $8.3 \%$ |

## ESG 2025 targets

|  |  | 2021 | $2018$ Base year |
| :---: | :---: | :---: | :---: |
| $\mathrm{CO}_{2}$ emissions | Reduce by $15 \% \mathrm{CO}_{2}$ per tonne of product' by 2025 and aim for carbon neutrality in the long term | 1.82 | 1.89 |
| Energy efficiency | Reduce by 5\% per tonne of product by 2025 | 1.93 | 1.98 |
| NOX ${ }_{\text {a }}$ and $\mathrm{SO}_{\mathrm{x}}$ | Reduce by 30\% by 2027 (vs 2018), starting with China by 2021 | China target achieved early |  |
| Recycling | Increase use of secondary raw materials to 10\% by 2025 | - 6.8\% | 3.8\% |
| Diversity | Increase women on our Board and in senior leadership to 33\% by 2025 | - $38 \%$ | 12\% |

[^6]
## Group history

## History of RHI Magnesita

- The history of RHI Magnesita dates back to 1834 and the founding of the Chamottefabrik fireclay factory in Poland (then Prussia)
- In 1881, the first magnesite deposit was discovered in Veitsch, Austria
- RHI was formed in 1908 (Austro-American Magnesite Company) following the discovery of a new magnesite deposit in Austria
- Magnesita was founded in 1939, after the discovery of magnesite deposits in Brumado, Brazil
- RHI and Magnesita merged in 2017, to form RHI Magnesita, the global leader in the refractory industry with a $15 \%$ market share and $30 \%$ excluding China


## Listing status and domicile

- RHI Magnesita maintains a Premium Listing on Main Market of the London Stock Exchange and is a constituent of the FTSE 250
- Strong commitment and full adherence to the UK corporate governance code
- The Company is incorporated in the Netherlands


## Disclaimer

Financial information contained herein, as well as other operational information, were not audited by independent auditors and may include forwardlooking statements and reflects the current views and perspectives of the management on the evolution of macro-economic environment, conditions of the mining and refractories industries, company performance and financial results. Any statements, projections, expectations, estimates and plans contained in this document that do not describe historical facts, and the factors or trends affecting financial condition, liquidity or results of operations, are forward-looking statements and involve several risks and uncertainties.

This presentation should not be construed as legal, tax, investment or other advice. This presentation does not constitute an offer, or invitation, or solicitation of an offer, to subscribe for or purchase any securities, and neither any part of this presentation nor any information or statement contained herein shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. Under no circumstances, neither the Company nor its subsidiaries, directors, officers, agents or employees be liable to third parties (including investors) for any investment decision based on information and statements in this presentation, or for any damages resulting therefrom, corresponding or specific.
The information presented or contained in this presentation is current as of the date hereof and is subject to change without notice.
RHI Magnesita has no obligation to update it or revise it in light of new information and / or in face of future events, safeguard the current regulations which we are submitted to. This presentation and its contents are proprietary information of the Company and may not be reproduced or circulated, partially or completely, without the prior written consent of the Company


[^0]:    . Sales volumes contribution calculated at 2020 margin

[^1]:    - Medium grade DBM (90\% - China)
    - High grade DBM ( $95 \%$ - Europe)
    - Fused Alumina Brown (95\%-China)
    - Electrofused Magnesia (97\%-China)

[^2]:    1. Excludes $€ 5$ million in severance costs (cash impact)
    2. Excludes $€ 40$ million in severance costs (cash impact)
[^3]:    1. $€ 37$ million other assets and liabilities including $€ 19$ million in pension contributions and $€ 20$ million from reduction in bonus provision relative to 2020
[^4]:    1. Effective tax rate for adjusted EPS is calculated by applying the effective tax rate normalised for restructuring expenses and impairments
    2. Total issued and outstanding share capital as at 31 December 2021 was $46,999,019$. The Company held $2,478,686$ ordinary shares in Treasury. Weighted average number of shares used for basic earnings per share 47,629,647
[^5]:    52 Investor Presentation | March 2022

[^6]:    1. Further details can be found on page 67 and 68 of the 2020 Annual Report
