

# Half Year Results 2025

30 July 2025



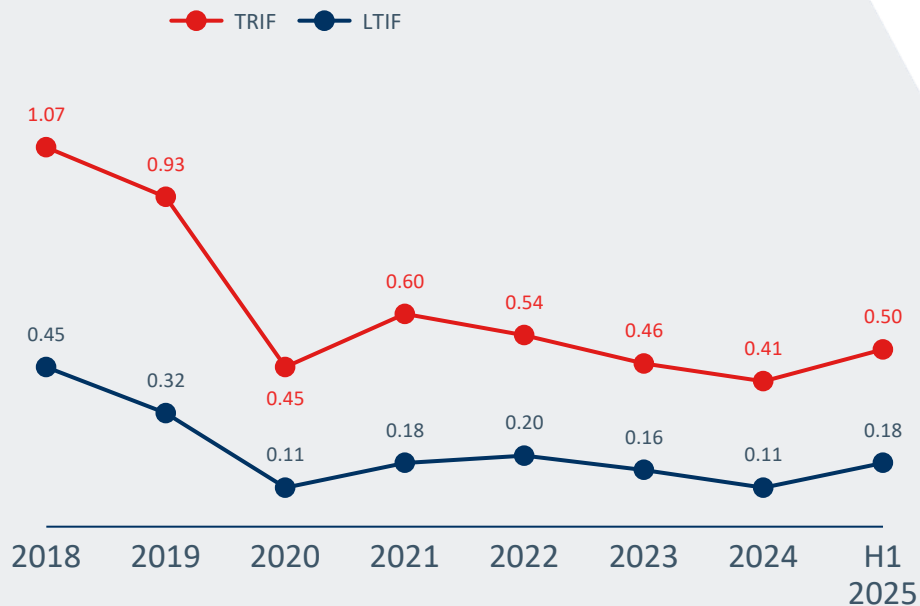
# Agenda

- 1 H1 overview
- 2 Strategic update
- 3 Financial review
- 4 Summary and outlook
- 5 Q&A
- 6 Appendix

# Health & Safety

A core value at RHI Magnesita

## Long term reduction in injury rates since 2018



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

- Our safety culture transformation includes initiatives designed to encourage greater reporting of incidents:
  - LTIF increased to 0.18 (H1 2024: 0.11)
  - TRIF increased to 0.50 (H1 2024: 0.41)
- Site level inspections and recommendations were carried out in H1 with support from dss+
- New reporting platform rollout focused on risk assessments and near miss reporting for incidents with risk of serious injury or fatality

# Financial highlights

Adverse market environment deteriorates EBITA margin to 8.4%, strong recovery expected in H2

Revenue

€1.7bn

↓ 2% constant currency

Adjusted EBITA

€141m

↓ (26)%

Adjusted EBITA  
margin

8.4%

↓ (260)bps

Adjusted operating  
cash flow

€175m

↓ (21)%

Cash Conversion

124%

↑ 7.8ppt

Resco Adjusted EBITDA  
contribution<sup>1</sup>

€14m

Dividend

€0.60ps

→ 0%

Working Capital  
intensity<sup>2</sup>

23.4%

↑ 3.2ppt

Net debt to Pro forma  
Adjusted EBITDA<sup>3</sup>

3.1x

↑ 0.7x

Adjusted EPS

€1.37

↓ 47%

1. Adjusted EBITA equivalent €11 million, consolidated for 5 months of H1

2. Working capital intensity is stated after working capital financing of €302m and is calculated using L3M annualised revenue of €3,420 million.

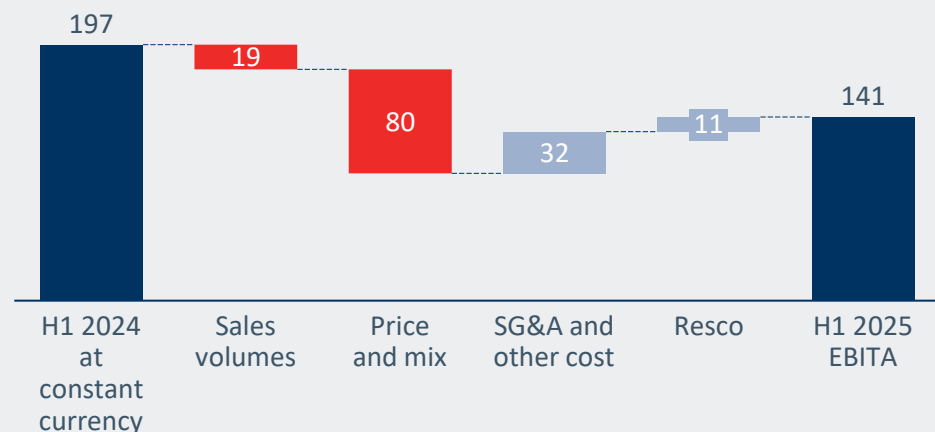
3. Includes IFRS 16 Leases of €69m and pro forma 12-month EBITDA contribution from recently acquired businesses prior to acquisition date.

# H1 margins temporarily lower with recovery expected in H2

EBITA uplift in H2 supported by industrial order book, price increases and cost savings

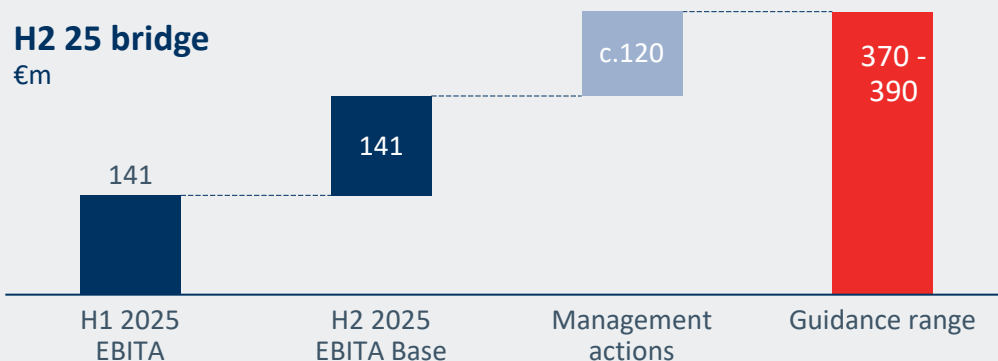
## Price and mix drive lower EBITA H1 25 vs H1 24

€m



## H2 25 bridge

€m



### Record low Adjusted EBITA margin in H1 2024

- Price decline 5%
- Unfavourable mix, lower value product ranges
- Highly competitive pricing environment, especially in commoditised segments
- Industrial business cycle impacts average Group margins with Glass revenue -40%, NFM -22%

### Urgent management action initiated in 2024 to restore margins in H2 and deliver up to €120 million EBITA uplift:

- Industrial projects orders
- Price increases
- Cost reduction initiatives
- M&A synergies from Resco

# Price and volume detail

Both volume and price declined in the base business, offsetting the contribution from M&A

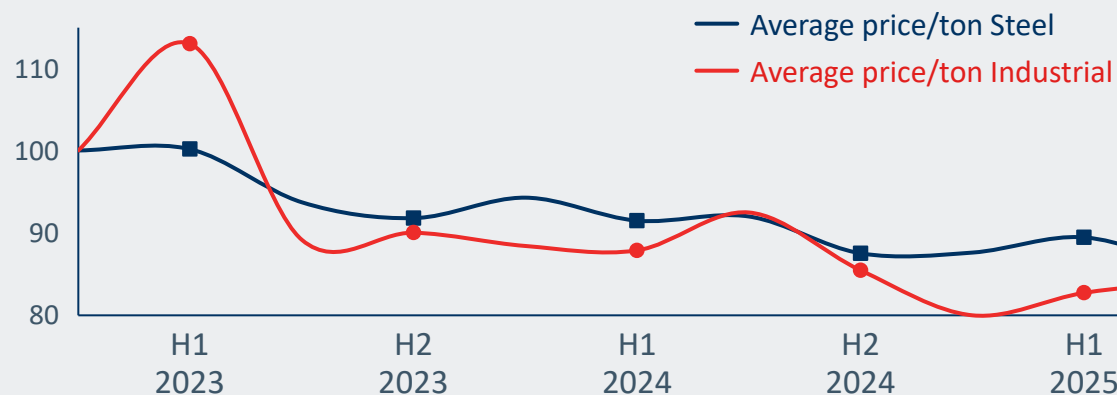
## Lower pricing offset by M&A

Revenues, € million



## Price weakness in both steel and industrial

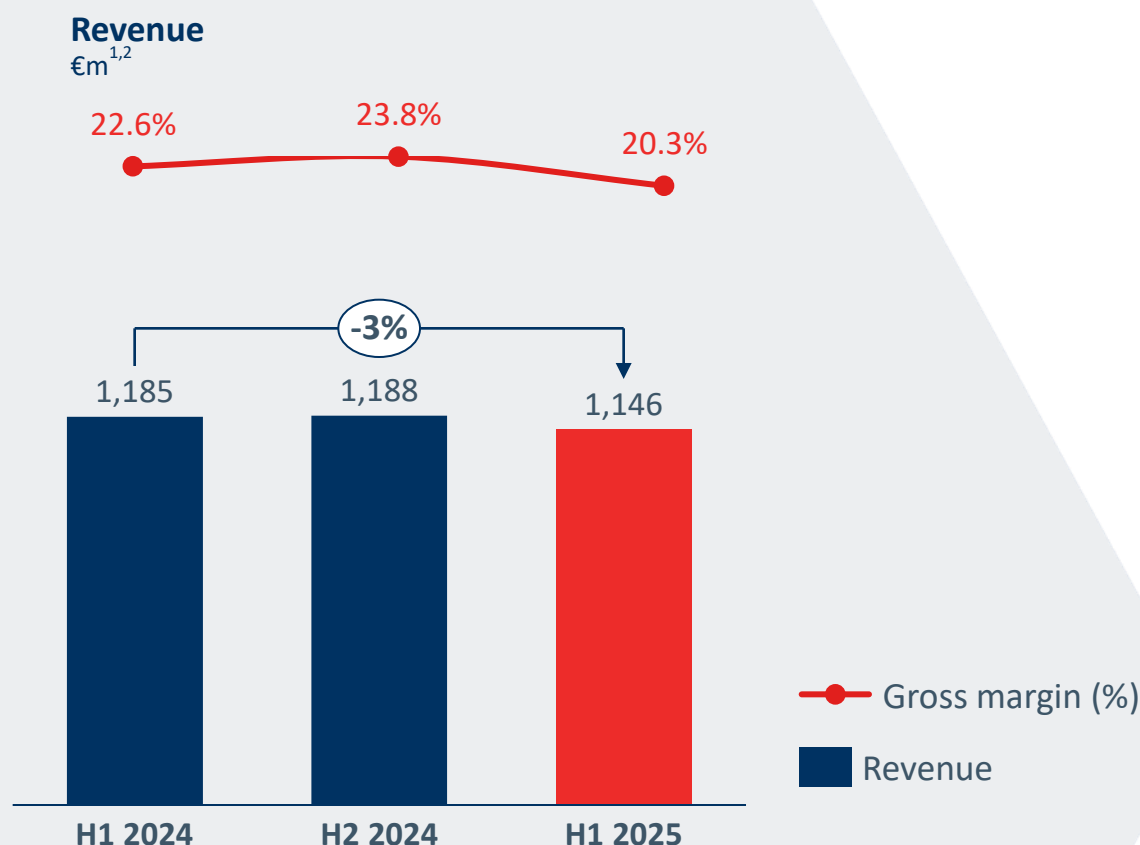
Price index rebased to 100 at 1 Jan 2021



- ◆ 5% decline in average prices per tonne on fixed cost base
  - Reflects pricing and mix changes
  - Price competition most intense in India, China, East Asia and META
  - China exporters and local players fighting for market share due to over-supply
- ◆ Steel sales volumes -1% in base business, +1% including M&A
- ◆ Industrial sales volumes -4% in bases business, +3% including M&A (Resco)

# Steel business overview

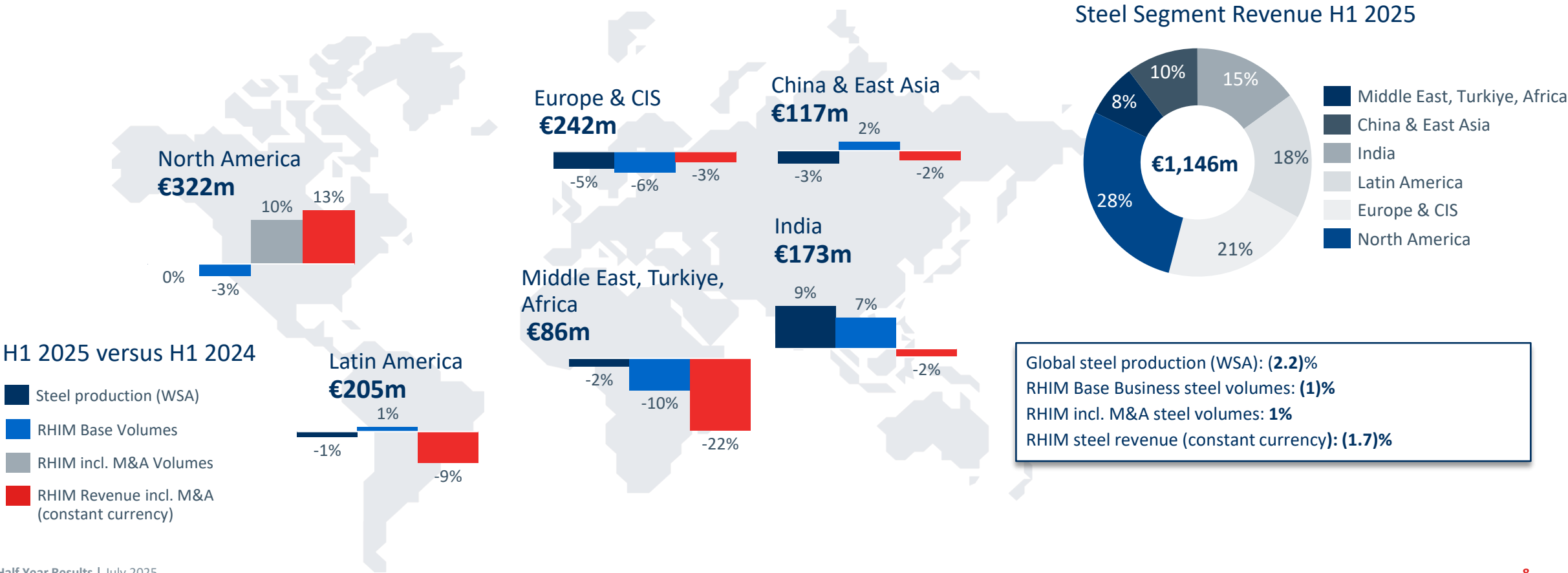
Pricing declined in the base business by 5% on fixed cost base, compressing margins



- Sales volumes decreased by 1% excluding M&A
- Heavy price competition in commoditised segments, particularly in India, China, East Asia and META. Average pricing reduced by 5% excluding M&A
- Mix effect of lower value products as customers favour lower specifications when operating at low utilisation rates led to increased commoditisation
- Wage increases well above inflation, higher natural gas prices and low fixed cost absorption combined with price reductions compressed gross margin to 20.3%

# Steel segment performance by region

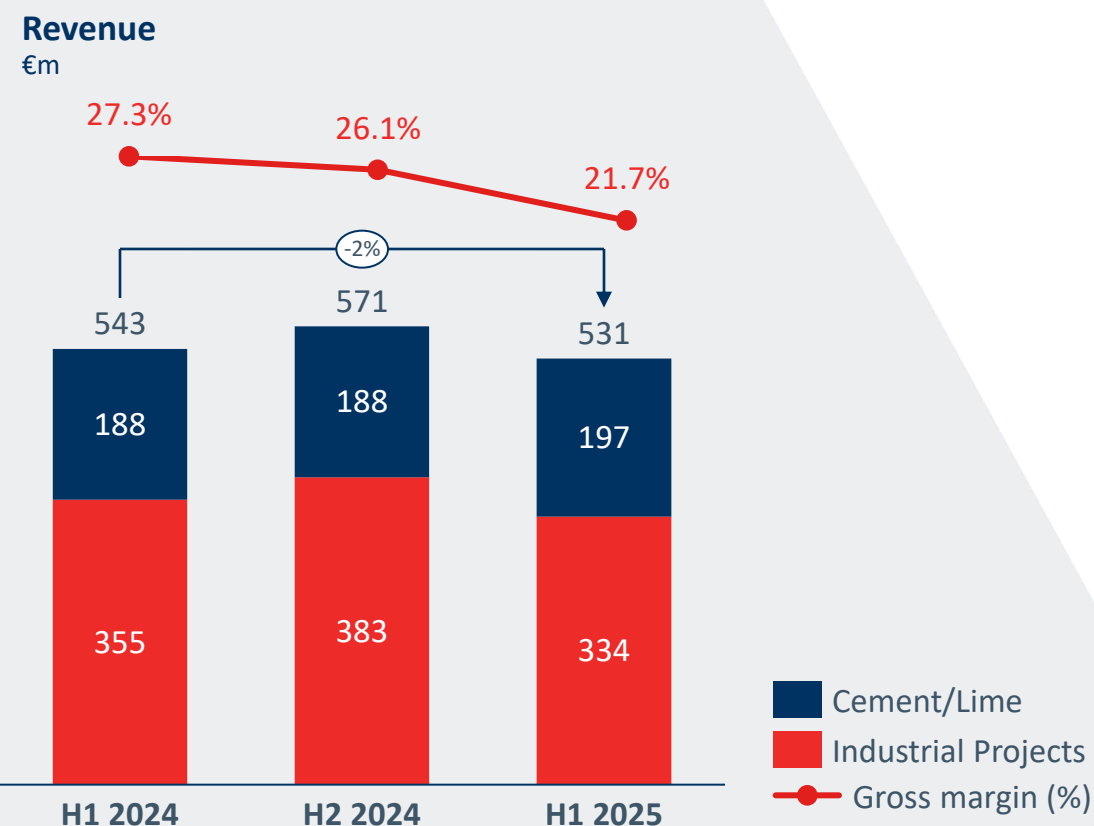
Strong growth in India but with weak pricing. All other regions saw flat or reduced WSA production volumes





# Industrial business overview

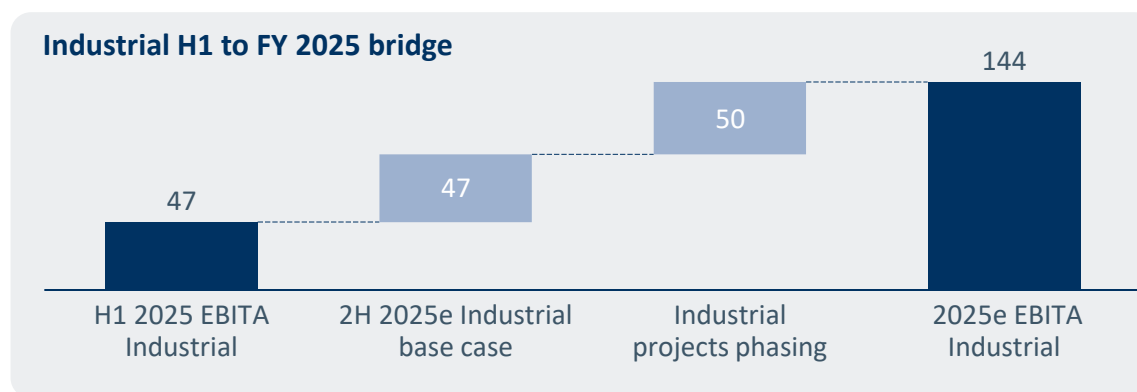
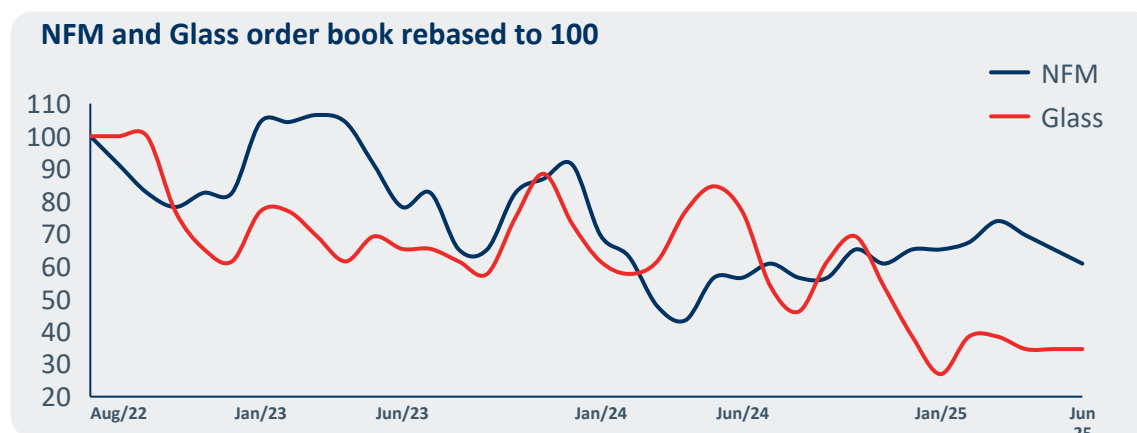
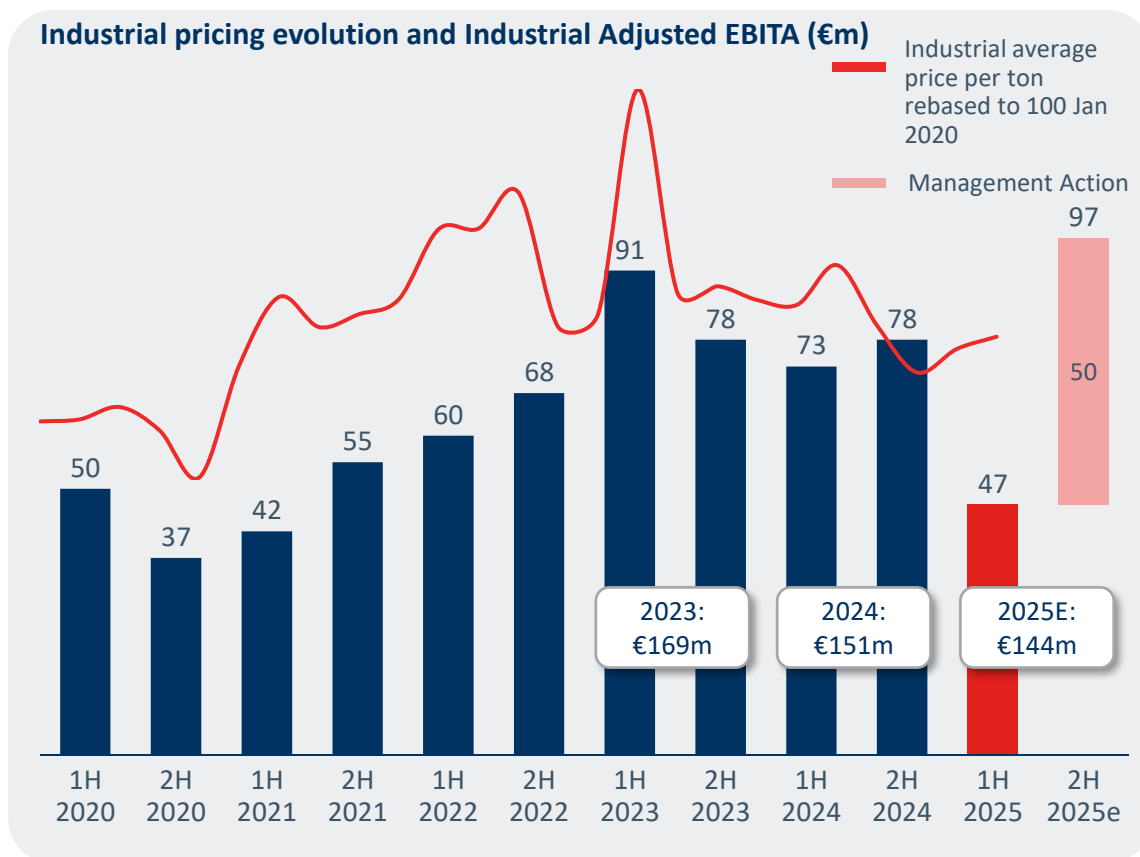
Margin reduction due to mix change towards lower value Cement segment as NFM projects move into H2



- Decline in Industrial Projects revenue driven by Glass and NFM
  - Low glass demand reflects weak end market conditions
  - NFM end markets are strong. Revenue is deferred to H2 for projects suspended during tariff uncertainty in Q2
  - Increased proportion of lower margin repair business as more profitable project business is deferred to H2
- Cement revenues increased due to growth in India and maintenance cycle catch-up effect – end markets in construction are still weak
- Margin reduction caused by mix effect as volumes skewed towards Cement

# Industrial project deferrals weigh on H1 profitability

Deferral of NFM projects to H2 leads to weakest H1 EBITA and margin for Industrial business since 2021



# Management action already taken, will take effect in H2

(i) Reduce costs, (ii) fulfil industrial project orders, (iii) increase prices, (iv) grow steel volumes



# Strategic update

Stefan Borgas, CEO



# Resco integration update

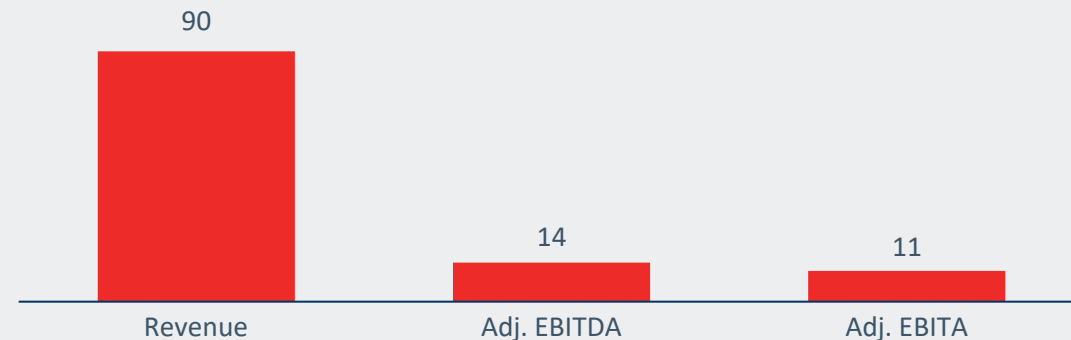
Integration project progressing despite complex market dynamics

- The Resco acquisition is a major step forward for RHI Magnesita's North America business and is fulfilling expectations in 2025 YTD
- Initial integration priorities have included:
  - Operations - Health and safety, inventory management
  - Finance – reporting, demand planning, treasury, credit risk
  - Sales – customer mapping, pricing strategy
  - People & Culture – headcount, retention, onboarding
  - Procurement – buying synergies, own raw materials, recycling
- Major topics for the next phase of integration are product transfers from Europe and Brazil to US production facilities, full synergy delivery and ERP upgrade

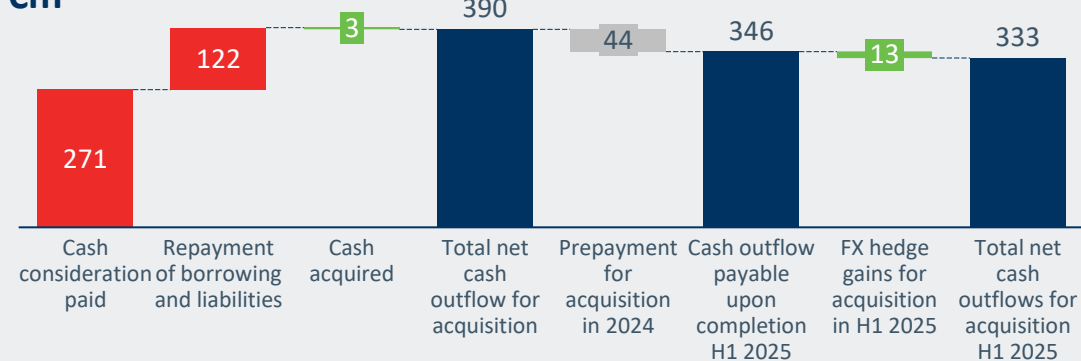
“The first one-hundred days of the Resco integration have been a marked success amidst regional and global challenges”

*Craig Powell, Regional President NAM*

€m, 5 months to 30 June 2025



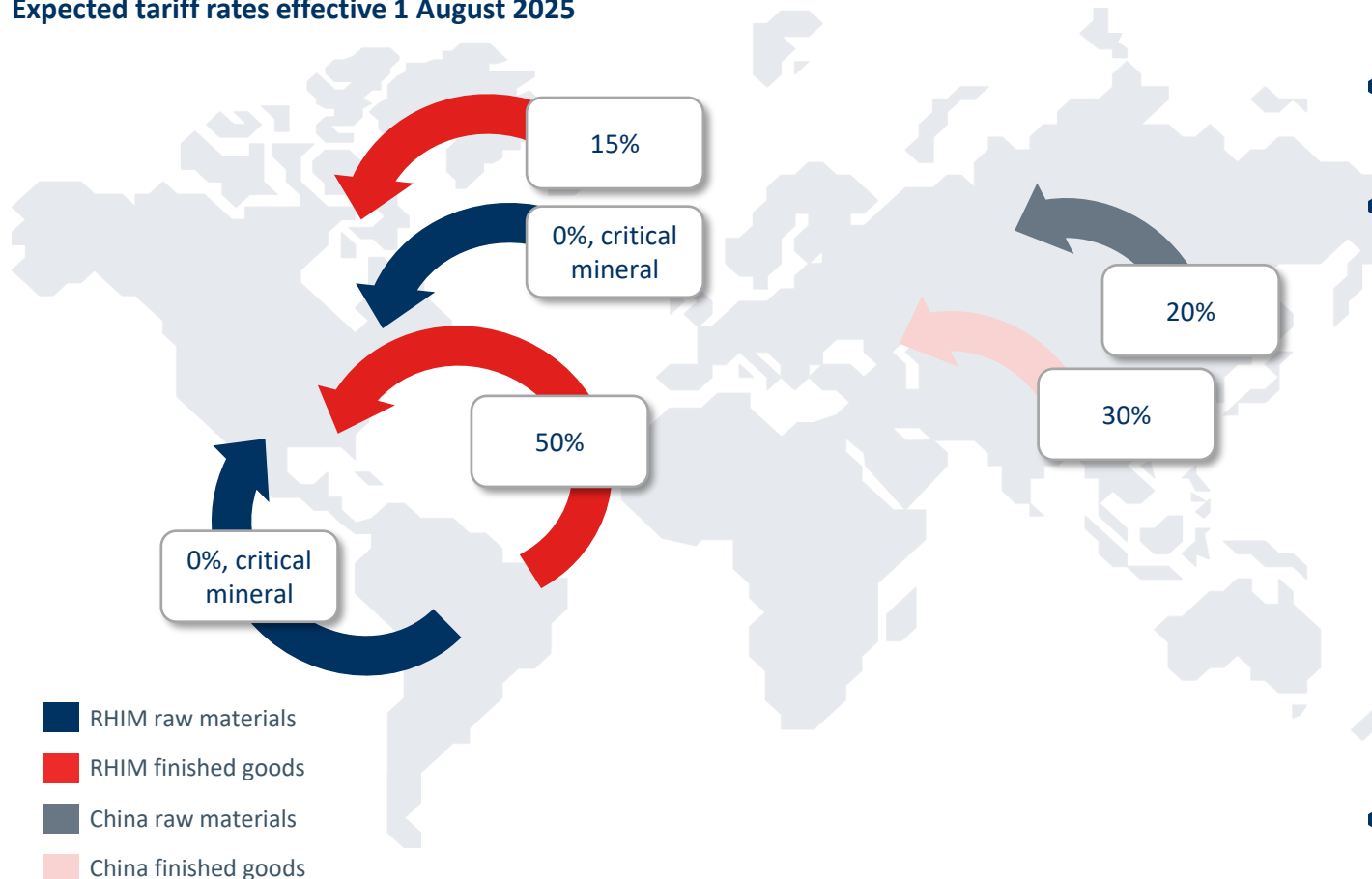
€m



# US tariffs

## Dynamic outlook on announced tariffs of Europe and Brazil imports

Expected tariff rates effective 1 August 2025



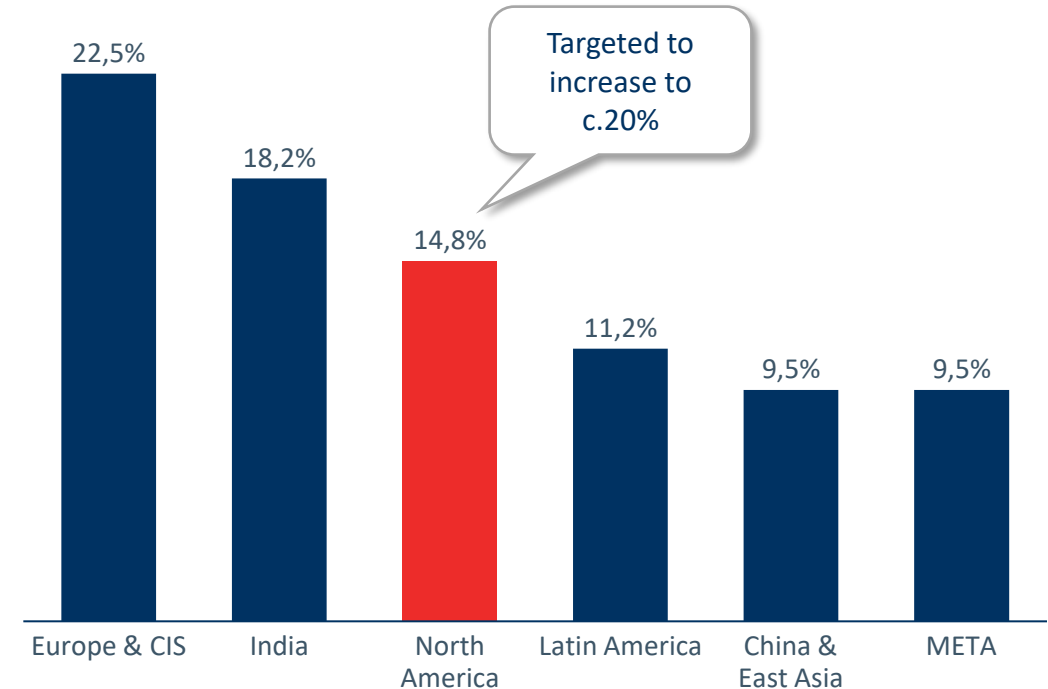
- Current 'reciprocal' tariff rates at 10% on nearly all trading partners
- Announced updated tariff rates on select trading partners take effect in August 2025
  - Almost all exporters of finished goods to the US would face a tariff of at least 15%
  - European goods would face a tariff of 15% following recent trade deal
  - Brazil finished goods would incur a significantly higher tariff of 50% and motivate alternative sourcing (e.g. onshore US, lower tariff European plants), while Brazil raw material is exempt as it is a critical mineral
- Tariff landscape is subject to rapid change as trade negotiations evolve and new policies are implemented



# US recycling

## BPI Inc. joint venture opportunity to raise US recycled raw material usage rates

- New recycling joint venture agreed with BPI, Inc. In June 2025, subject to normal closing conditions
- BPI, Inc. was founded in 1982 and is a well-established industrial minerals recycler and processor
- Significant cost and sustainability synergies are anticipated, based on the existing proven business model in Europe
- Recycling of raw materials within US borders is expected to have increased relevance in a high tariff environment for imported raw materials
- Recycling is the fastest route to reduce CO<sub>2</sub> by avoiding emissions from mining and processing of fresh raw material as well as being increasingly attractive to end-consumers
- Targeting increase of US recycling rate to 20%, close to Europe benchmark



# Financial Review

Ian Botha, CFO





# Profit and loss summary

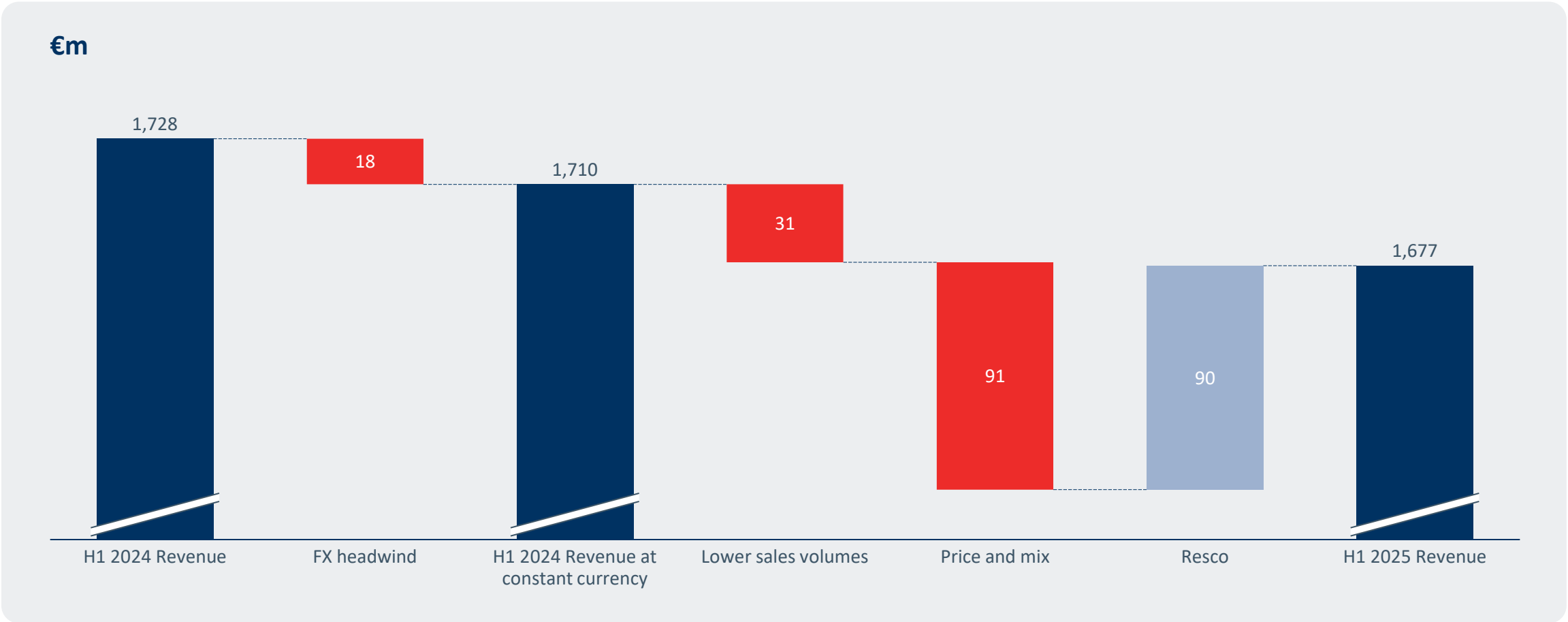
Lower gross margin due to decline in pricing on fixed cost base

€m	H1 2025	H1 2024 <sup>1</sup>	Change
Revenue	1,677	1,728	-2.9%
Gross profit	348	416	-16.2%
Gross margin (%)	20.8%	24.1%	330bps
Adjusted EBITDA	211	258	-18.2%
EBITDA Margin (%)	12.6%	14.9%	-230bps
<b>Adjusted EBITA</b>	<b>141</b>	<b>190</b>	<b>-25.8%</b>
Adjusted EBITA margin (%)	8.4%	11.0%	-260bps
Adjusted finance charges	-51	-17	-399.8%
Adjusted Profit before tax	90	173	-48.0%
Adjusted effective tax rate	23.4%	24.2%	-80bps
Tax	21	42	-49.7%
Adjusted Profit after tax	69	131	-47.5%
<b>Adjusted EPS (€)</b>	<b>1.37</b>	<b>2.59</b>	<b>-46.8%</b>
<b>Dividend per share (€)</b>	<b>0.60</b>	<b>0.60</b>	<b>0%</b>

- Competitive pricing environment and drop in Industrial projects demand are key drivers of weaker P&L performance in the period
- Gross margin reduced by 330 bps, Adjusted EBITDA margin by 230 bps and Adjusted EBITA margin by 260 bps
- Adjusted EBITA reduced by 26% to €141 million (H1 2024: €190 million)
- Higher finance charges (including €22 million of net interest expenses and €13 million FX effects) impacted Adjusted EPS further, leading to a 47% decline to €1.37 per share (H1 2024: €2.59)
- Interim dividend of €0.60 declared in line with policy to pay 1/3 of previous year
  - Forecast EPS for 2025 restores dividend cover

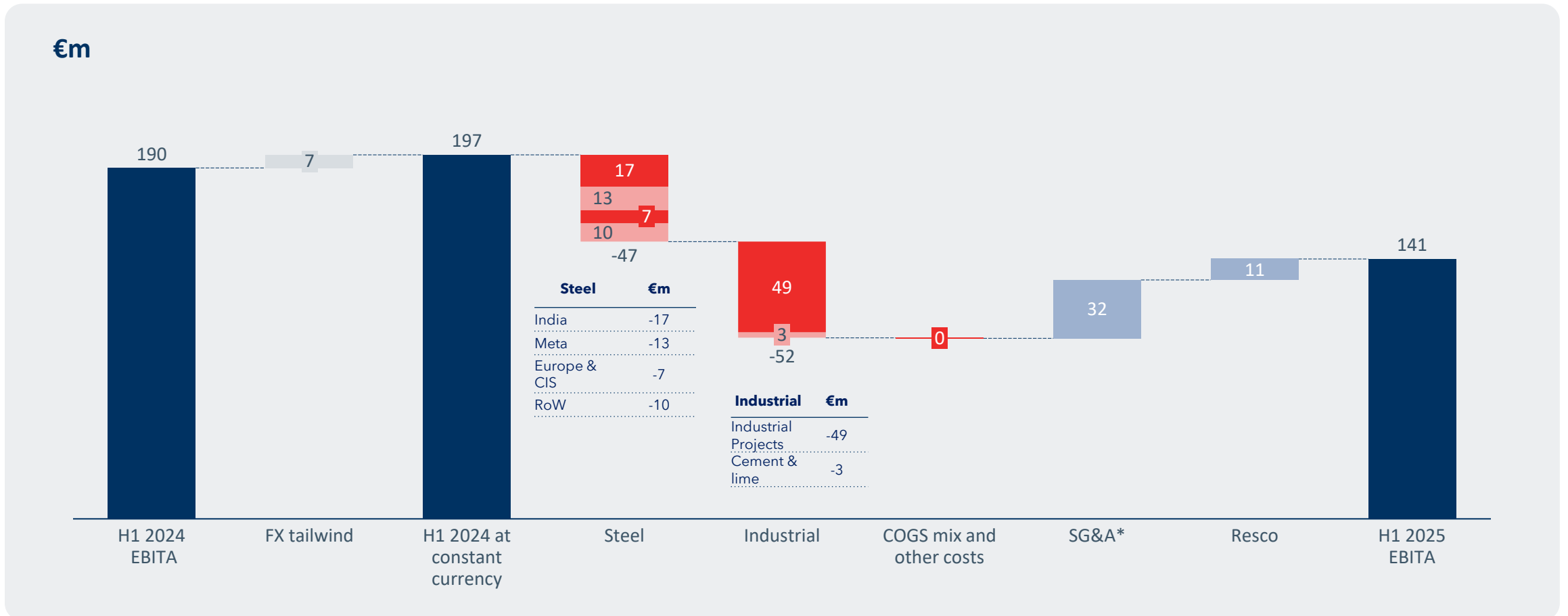
# H1 2025 revenue bridge

Base business revenue declined by 2% excluding Resco contribution and adjusting for FX



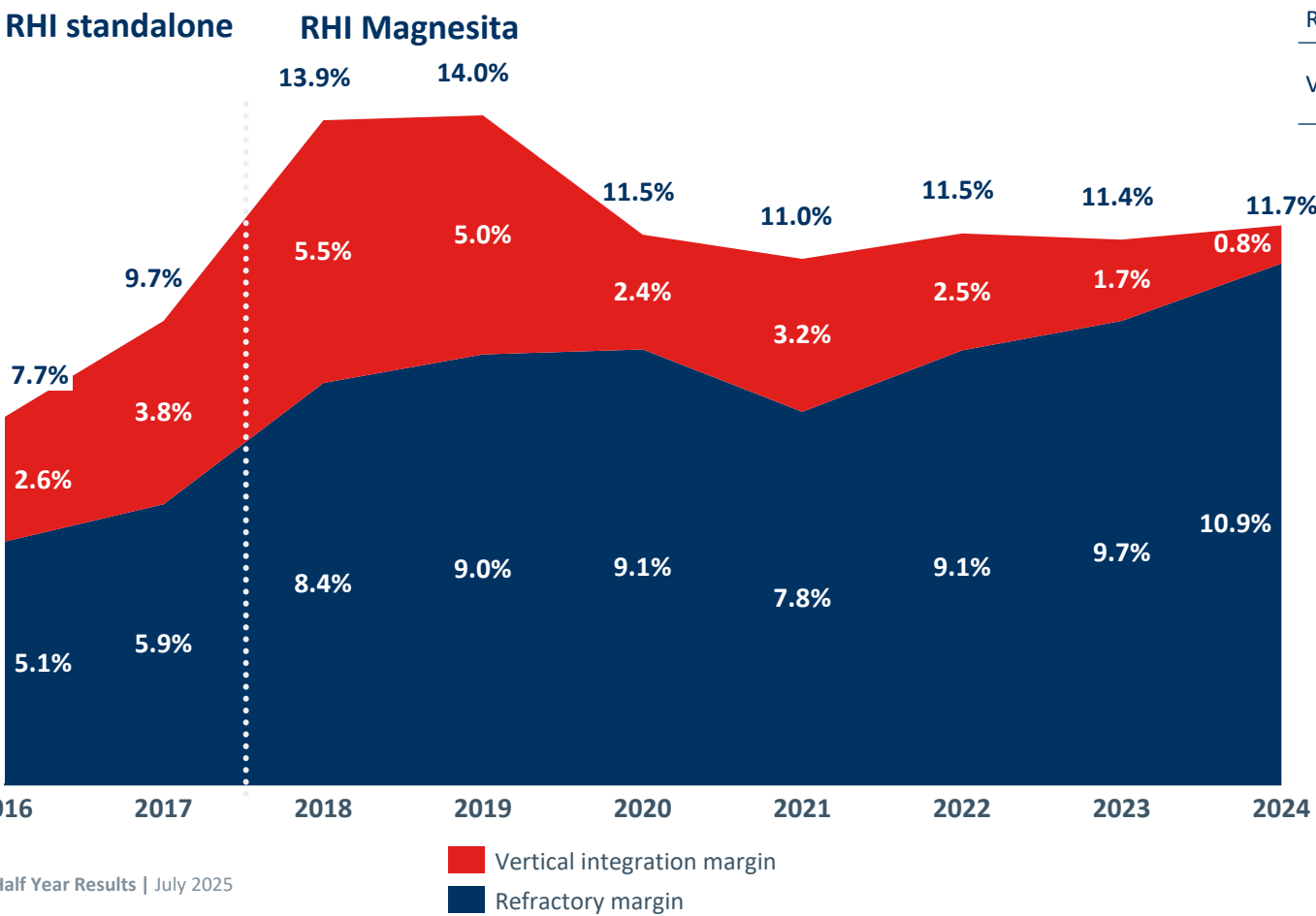
# H1 2025 EBITA bridge

Competitive price environment and drop in Industrial Projects demand key drivers of decline in EBITA

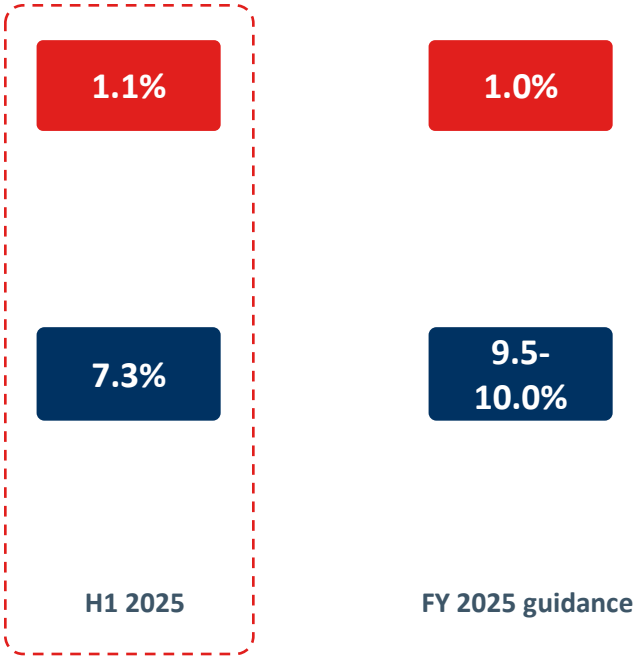


# Low refractory margin of 7.3ppts in H1 2025

Full year Group margin guidance reduced to 10.5 – 11.0%, from 11.5% original guidance

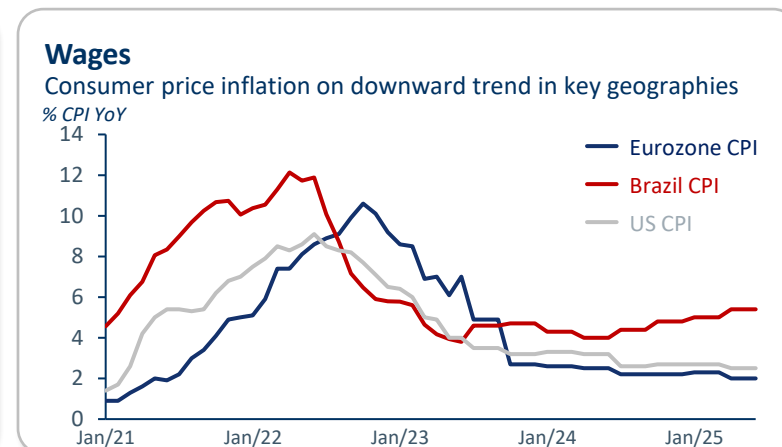
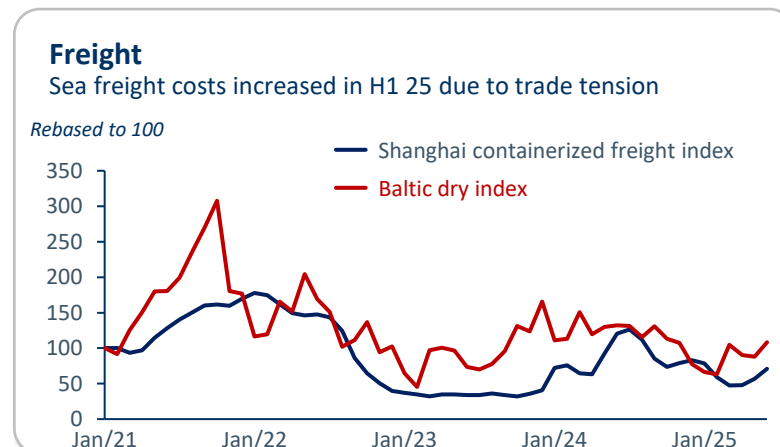
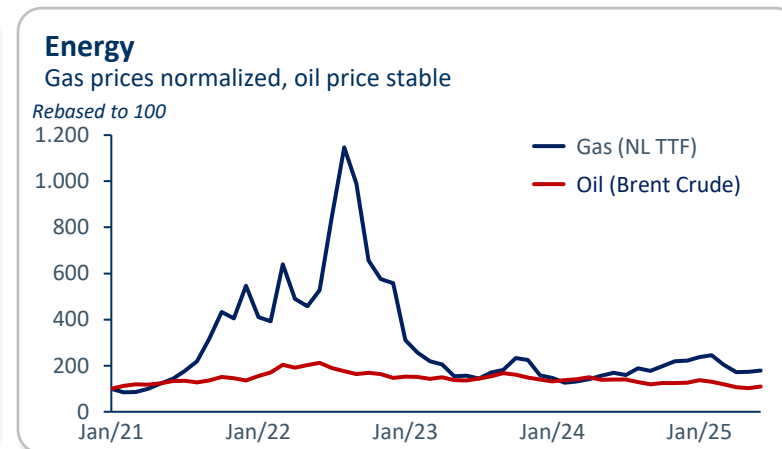
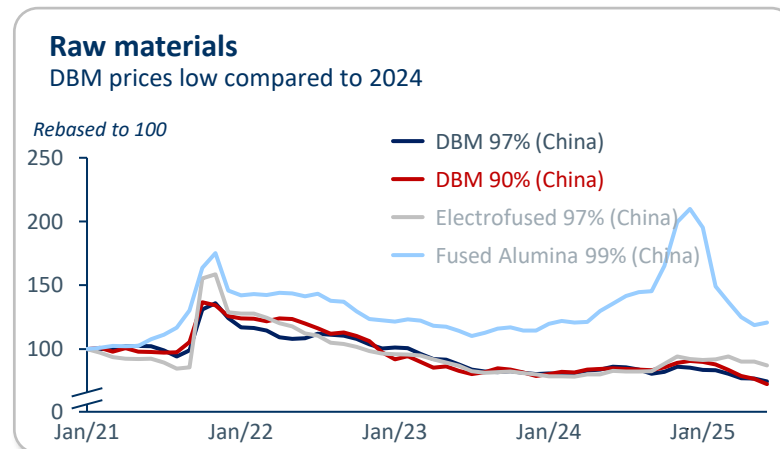
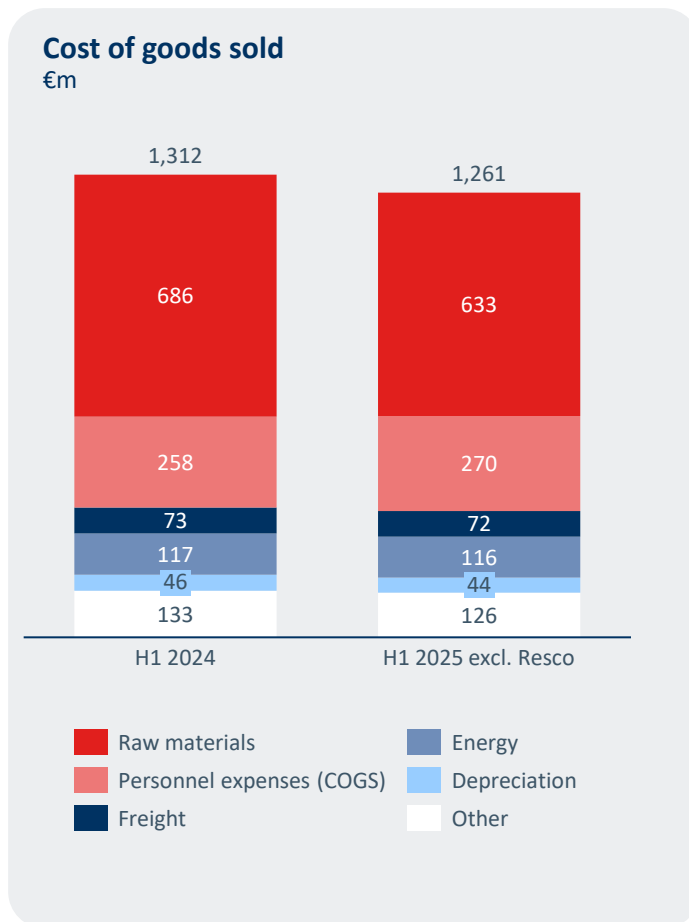


	FY 2022	FY 2023	H1 2024	H2 2024	FY 2024	H1 2025
Refractory EBITA (€m)	298	348	176	203	379	122
Vertical integrated EBITA (€m)	84	61	14	14	28	19



# Cost detail

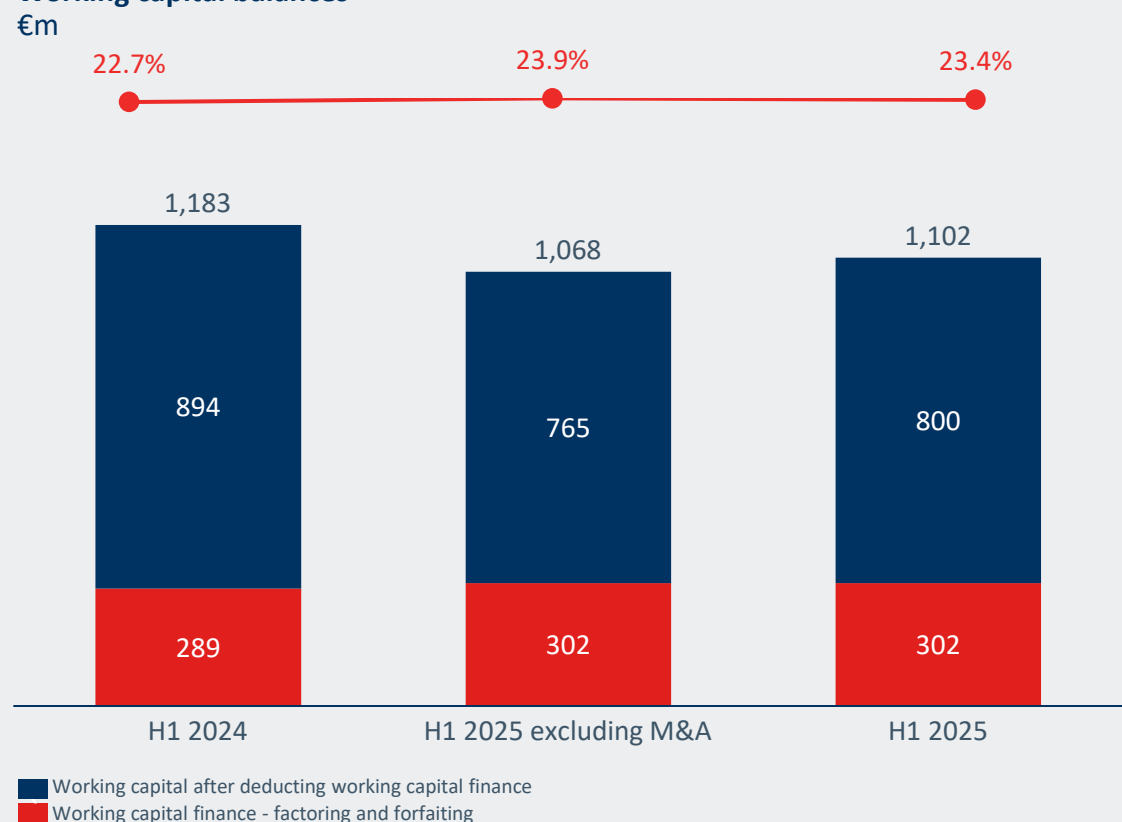
High alumina prices in Q4 2024 impacted COGS in H1 2025. Gas, freight and labour also rising in 2025 YTD



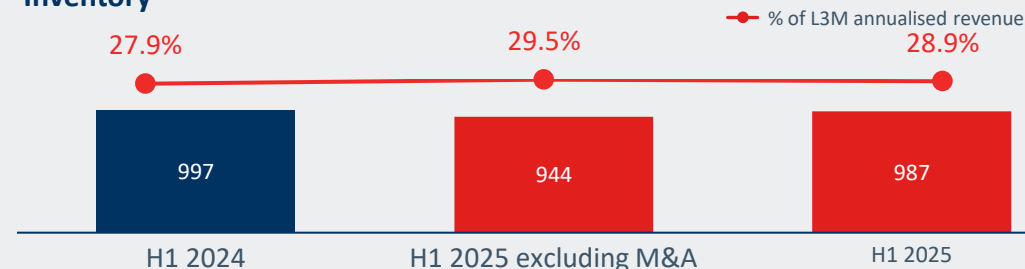
# Working capital

Closely managed according to inventory coverage and revenue intensity targets

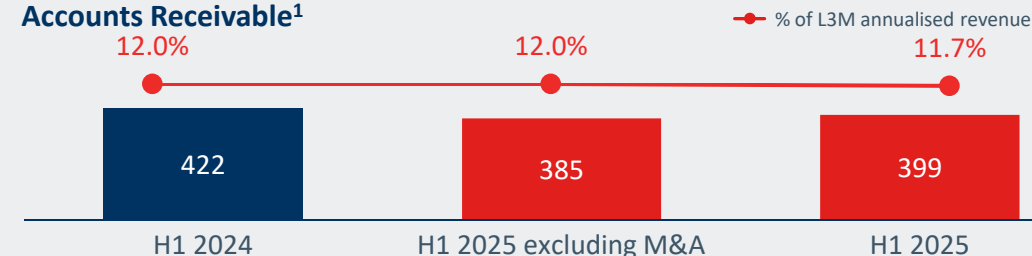
## Working capital balances



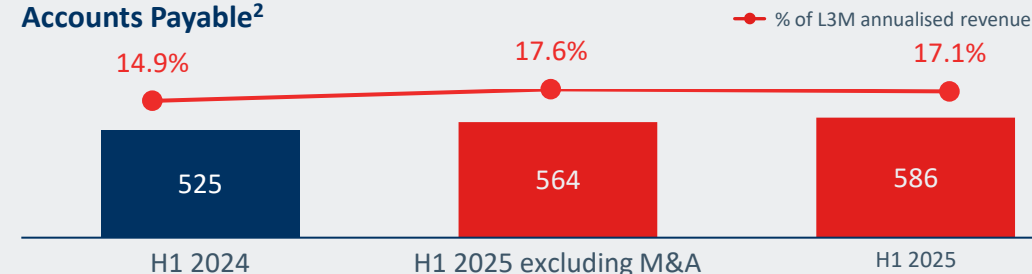
## Inventory



## Accounts Receivable<sup>1</sup>

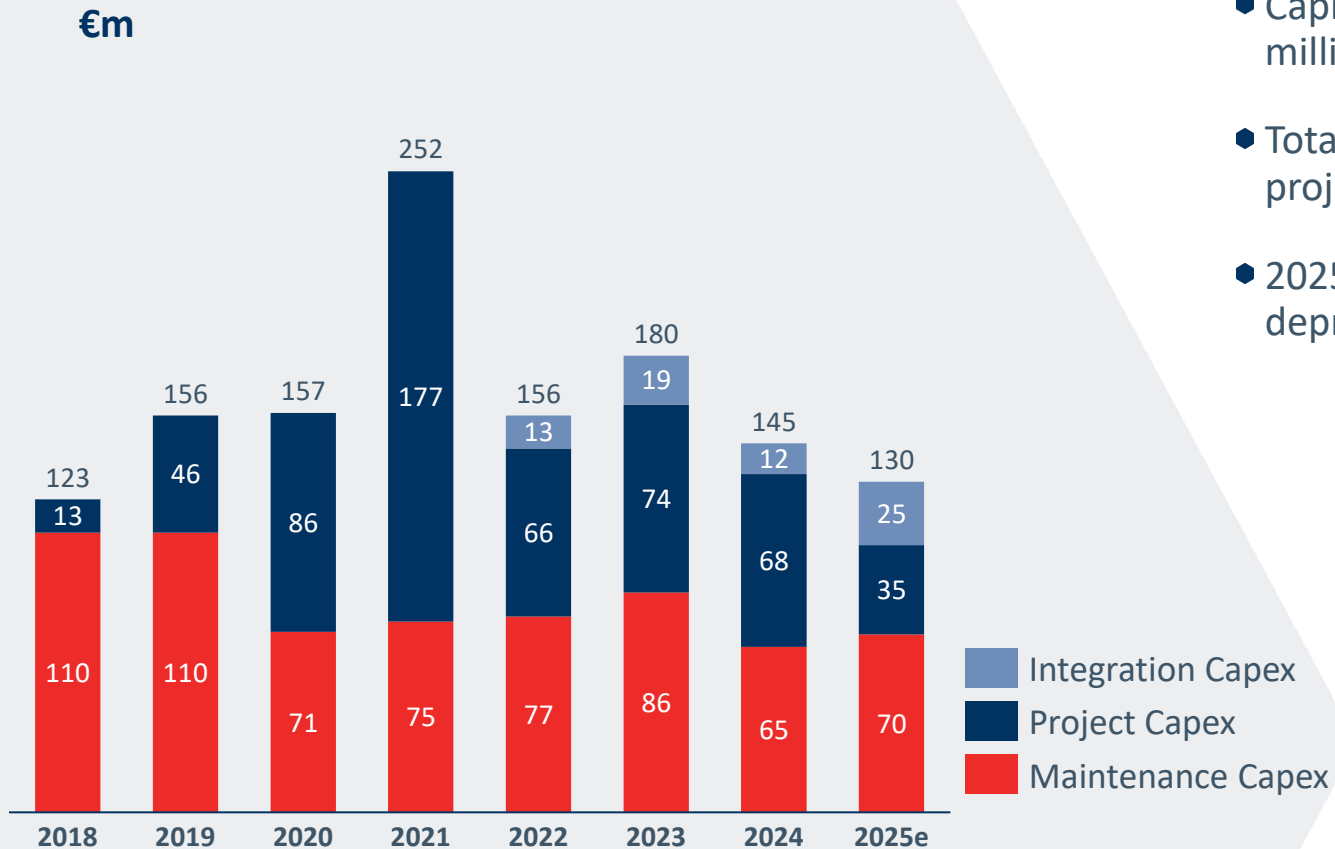


## Accounts Payable<sup>2</sup>



# Capital expenditure

Guidance reduced to €130 million following review of projects



2025 Half Year Results | July 2025

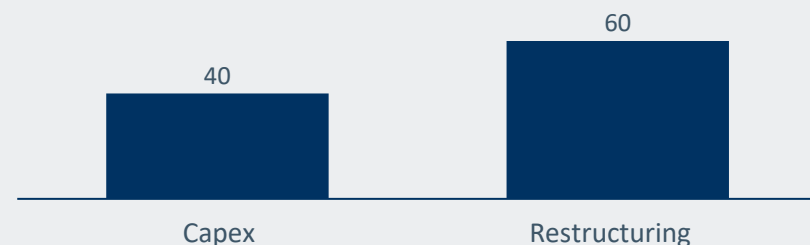
- Capital expenditure guidance for FY 2025 reduced from €145 million to €130 million
- Total capex in H1 was €45 million, consisting of €27 million of project capex and €18 million maintenance
- 2025 capex guidance now €10 million below revised depreciation guidance of €140 million

# Network optimisation investments

Planned restructuring and capital expenditure to realise benefits of 2022-23 M&A and Resco

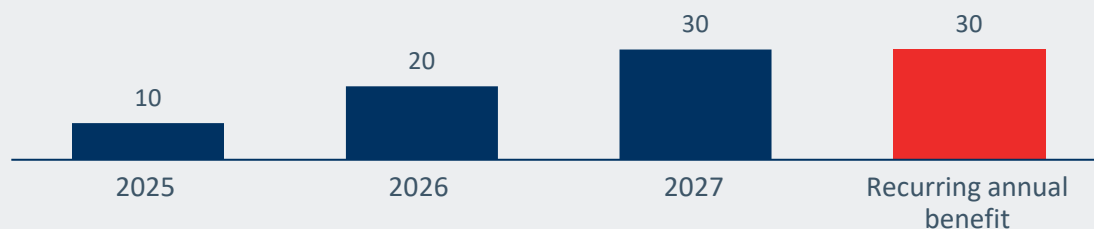
## Network optimisation investment 2025-27

€m



## Network optimisation EBITA payback

€m

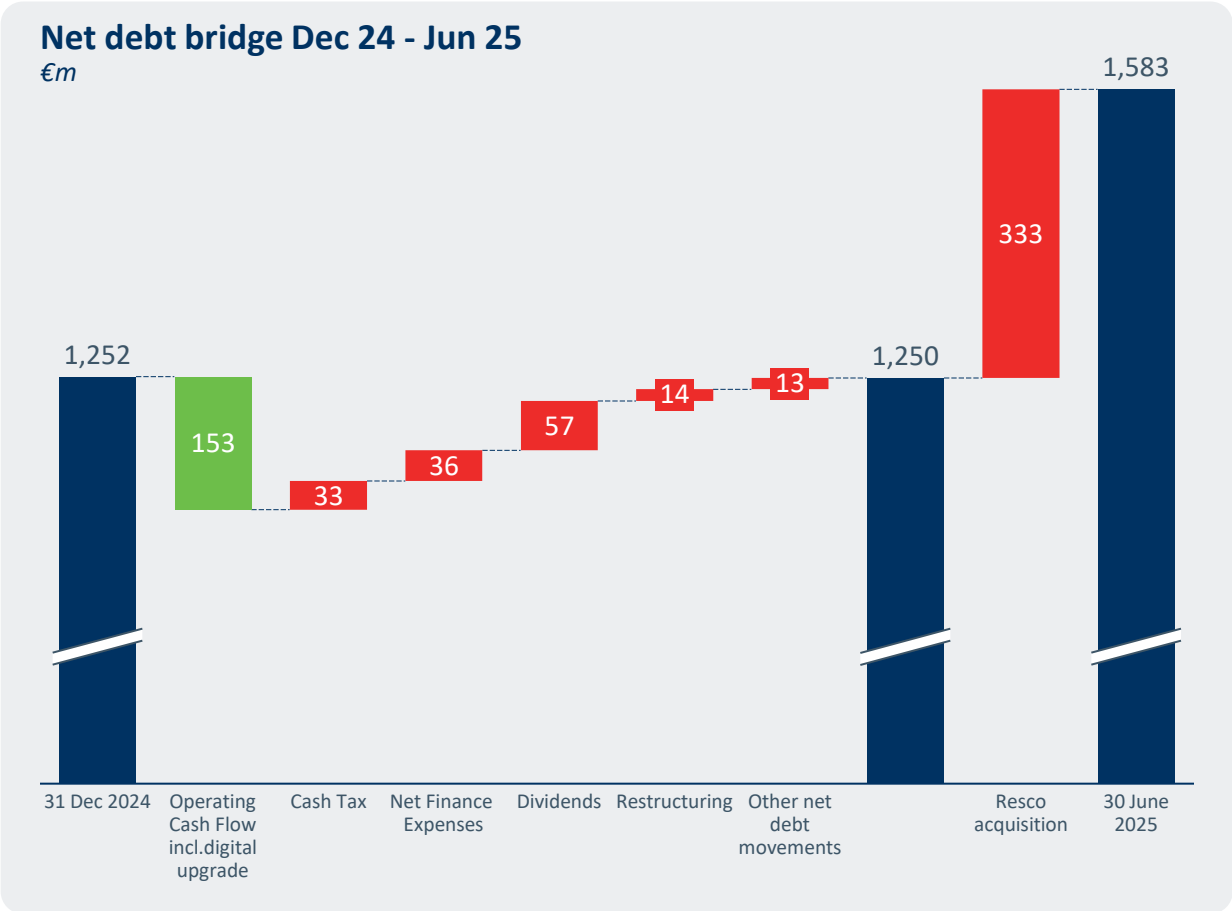
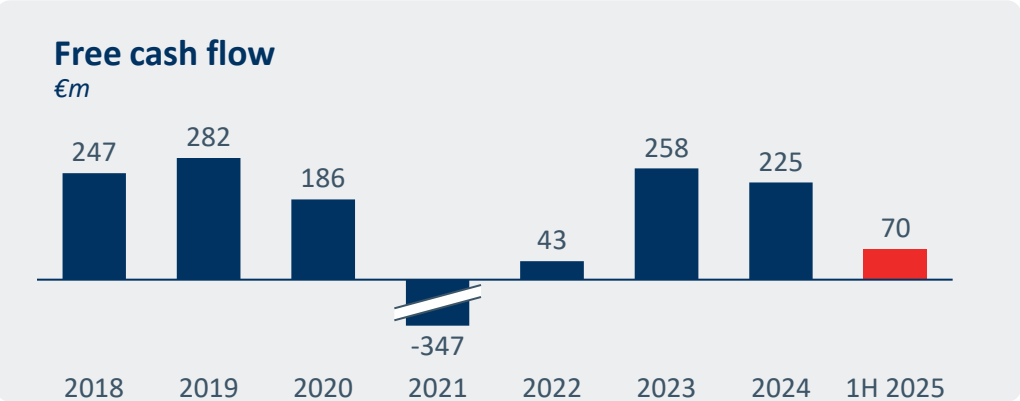
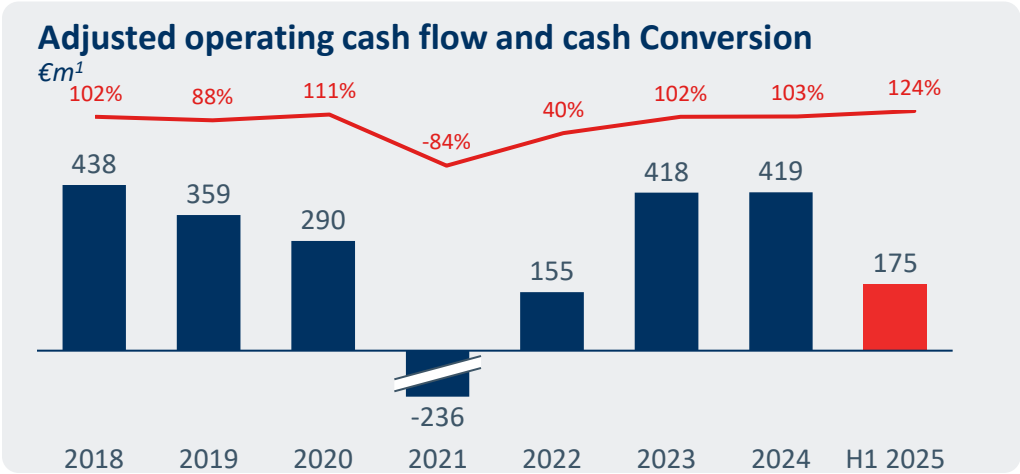


- Planned network optimisation expenses in Europe, South America and USA plant footprint adjustments, following Resco acquisition and other M&A in 2022 and 2023:
  - Restructuring costs in base business of €60 million
  - Capital expenditure of €40 million
  - 2025 capex spend is included within €145 million guidance
- Optimisation to deliver EBITA payback of €10 million in 2025, €20 million in 2026 and €30 million per annum thereafter
- Mainzlar and Wetro plant closures were executed in H1 2025
  - €25 million restructuring costs incurred in H1
  - €10 million EBITA benefit is expected in H2



# Cash flow

Strong cash conversion of EBITA at 124%, driven by reduced working capital in base business

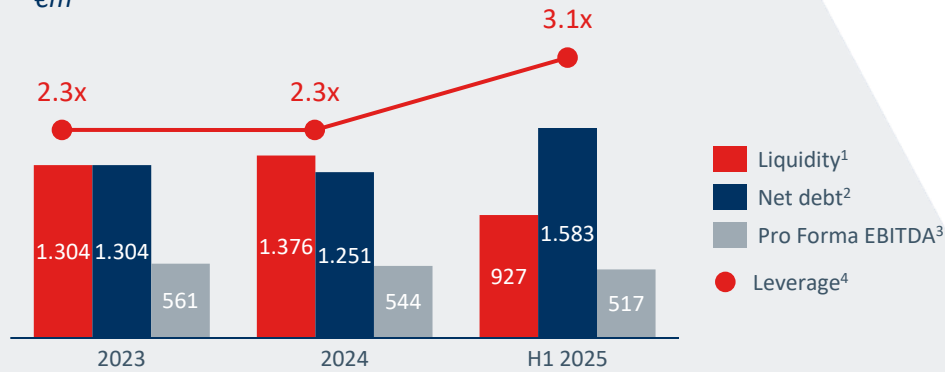


# Net debt and gearing

Pro forma leverage maintained within guided range for M&A, significant available liquidity

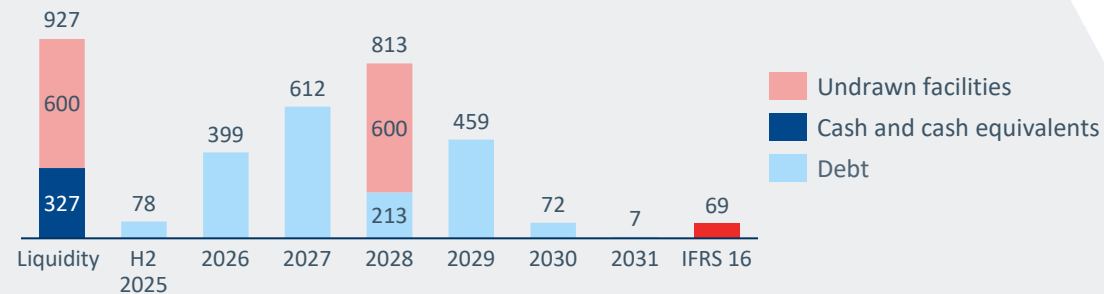
## Net debt and liquidity

€m



## Debt amortisation profile

€m



- ◆ Pro forma leverage of 3.1x<sup>4</sup> (H1 2024: 2.4x), temporarily above target gearing range
- ◆ Leverage expected to reduce in H2 2025 given management action, stronger orderbook performance and seasonality
- ◆ Significant available liquidity<sup>1</sup> of €927 million (H1 2024: €1,405 million)
- ◆ Average cost of debt c.309bps (30 June 2024: 307 bps, 31 December 2024: 296bps) including swaps and 69% at fixed interest rates

1. Includes €600m undrawn RCF, matures in 2028

2. Includes IFRS 16 leases of €69m – net debt excluding leases is €1,514m for H1 2025.

3. Adjusted L12M EBITDA of €517m which includes €21m pro forma M&A contribution

4. Includes IFRS 16 Leases of €69m and pro forma 12 month EBITDA contribution from recently acquired businesses prior to acquisition date.

# Summary & outlook



# Outlook and guidance summary

Strong H2 uplift expected despite extremely challenging external market conditions

- External market conditions are challenging due to weak end markets, trade and FX uncertainties, cyclicalities in the industrial business and increased competition
- Adjusted EBITA guidance reduced to €370 - €390 million to reflect H1 performance
  - High confidence in delivering stronger H2 based on order book, price increases and cost measures
- Capex guidance reduced and working capital target maintained
- Gearing temporarily higher than targeted range due to timing of Resco acquisition, downturn in end markets and delays to Non-ferrous metals projects and is expected to reduce to 2.8x by year end

P&L	2025 guidance	H1 2025 update
Revenue	Weak demand, no recovery visible	-
Adjusted EBITA margin	c.11.5%	10.5-11.0%
Adjusted EBITA	Modestly above 2024, 35-40% weighting in H1, 60-65% in H2	c. 370-390m
Depreciation	€150m	€140m
<b>Balance sheet and cash flow</b>		
Capital expenditure	€145m	€130m
Working capital intensity	c.24%	-
Gearing	c.2.0-2.5x	2.8x pro forma



# Investment case

Industry leader with significant value generation potential from M&A led growth strategy

- ✓ Strategy to grow through M&A in the fragmented global refractory market is by far the best route to generate value for shareholders in a low growth environment
- ✓ Strong momentum in transaction execution and early synergy realisation despite difficult external market conditions
- ✓ Broad market presence by geography and product segment, leading presence in key growth market of India
- ✓ High operational gearing to recovery in end markets
- ✓ Attractive dividend and free cash flow yield when compared to peers



# Q&A



# Appendix

# Cash flow reconciliation

€m	H1 2025	H1 2024
Adjusted EBITDA	211	258
Share based payments - gross non-cash	1	5
Working capital changes	57	86
Changes in other assets and liabilities	(49)	(60)
Investments in PPE, IA	(45)	(68)
<b>Adjusted operating cash flow</b>	<b>175</b>	<b>221</b>
Income taxes paid	(33)	(36)
Cash effects of other income/expenses and restructuring	(41)	(17)
Investments in financial assets	-	(21)
Cash inflows from the sale of PPE, IA	4	8
Cash inflows from the sale of financial assets	-	16
Investment subsidies received	-	2
Cash inflow from joint ventures and associates	-	-
Net interest paid	(39)	(46)
Interest rate derivative cash inflow/(outflow)	4	10
Dividend payments to NCI	-	(1)
Other investing activities	-	-
<b>Free cash flow</b>	<b>70</b>	<b>136</b>



# Net financial expenses

€m	H1 2025	H1 2024
<b>Net interest expenses</b>	<b>(22)</b>	<b>(19)</b>
Interest income	7	14
Interest expenses	(29)	(32)
<b>FX effects</b>	<b>(13)</b>	<b>14</b>
Balance sheet translation	(27)	23
Derivatives	14	(9)
<b>Other net financial expenses</b>	<b>(12)</b>	<b>(8)</b>
Present value adjustment	(1)	-
Factoring costs	(5)	(5)
Pension charges	(5)	(4)
Non-controlling interest expenses	(2)	(3)
Capitalization of borrowing costs	-	2
Other	1	4
<b>Total net finance expenses</b>	<b>(47)</b>	<b>(12)</b>

# Reconciliation of adjusted earnings

(€m)	H1 2025	Items excluded from adjusted performance	H1 2025 adjusted	H1 2024	Items excluded from adjusted performance	H1 2024 adjusted
<b>EBITA<sup>1</sup></b>	<b>87</b>	<b>54</b>	<b>141</b>	<b>174</b>	<b>16</b>	<b>190</b>
Amortisation	(26)	26	-	(19)	19	-
Net financial expenses	(47)	(4)	(51)	(12)	(5)	(17)
<b>Profit before tax</b>	<b>14</b>	<b>76</b>	<b>90</b>	<b>143</b>	<b>30</b>	<b>173</b>
Income tax	(3)	(18)	(21)	(32)	(10)	(42)
Profit after tax	11	58	69	111	20	131
Non-controlling interest	4	-	4	9	-	9
Profit attributable to shareholders	7	58	65	102	20	122
Shares outstanding <sup>2</sup>	47	-	47	47	-	47
<b>Earnings per share</b>	<b>0.25</b>	<b>1.23</b>	<b>1.37</b>	<b>2.15</b>	<b>0.43</b>	<b>2.59</b>

## ◆ Items excluded from adjusted EPS:

- €(25) million in restructuring expenses related to plant closures in Mainzlar and Wetro
- €(23) million in expenses for the digital architecture update and ERP system upgrade
- €(8) million in restructuring and project costs for the Group's shared service centre network
- €(7) million in expenses related to M&A activities
- €(2) million in other expenses
- €11 million other income resulting from property sales and successful litigation outcome in Brazil

1. EBITA reconciled to revenue above.

2. Total issued and outstanding share capital as at 2 June 2025 was 47,294,191. The Company held 2,183,514 ordinary shares in treasury. Numbers may not cast due to rounding.

# Impact of foreign currency movement

## EBITA sensitivity in H1 2025

Appreciation vs EUR		Depreciation vs EUR	
	Increase / (decrease)		Increase / (decrease)
Unit	in EBITA (€m)	Unit	in EBITA (€m)
USD	-1 cent 2.27	+1 cent	-2.27
CNY	-0.01 yuan -0.05	+0.01 yuan	0.05
BRL	-0.10 reais -0.19	+0.10 reais	0.19
INR	-1 rupee 0.70	+1 rupee	-0.70
TRY	-0.1 lira -0.02	+0.1 lira	0.02

## 2024 and H1 2025 exchange rates

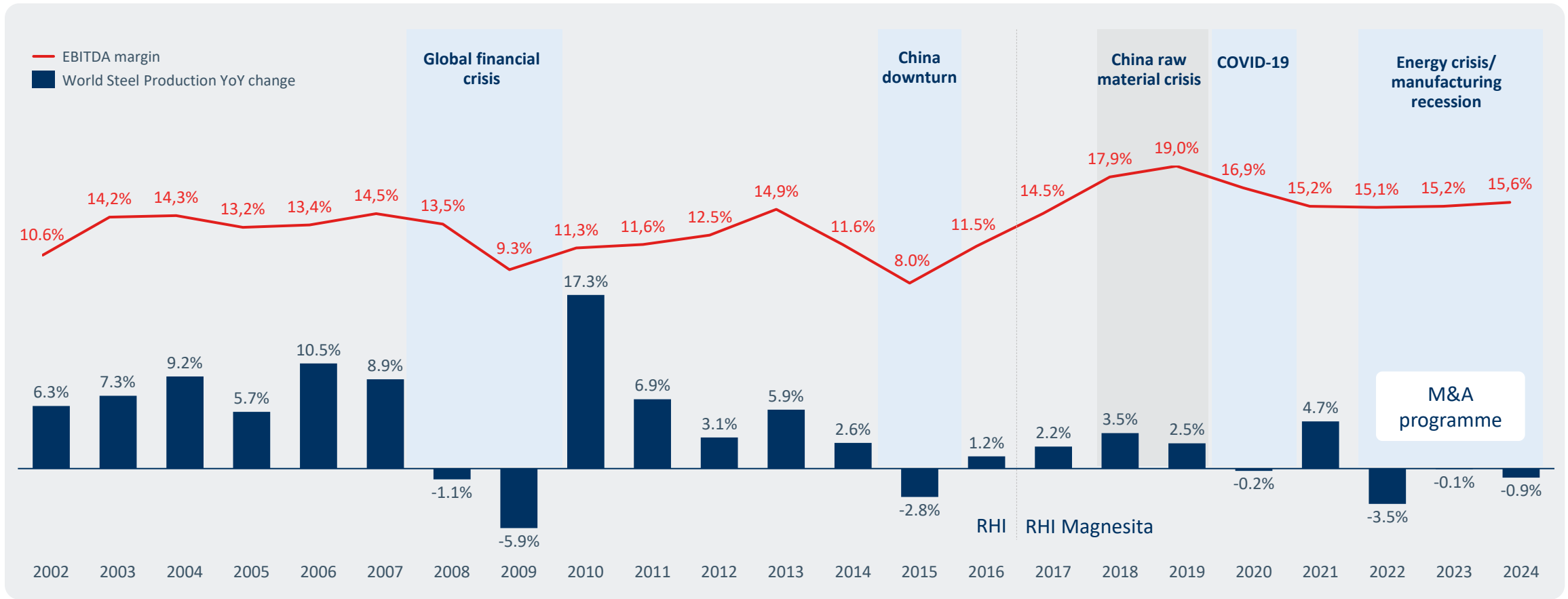
	H1 2024	H1 2024	H1 2024	H1 2025
	Opening Rate	Closing Rate	Average Rate	Average Rate
EUR:				
USD	1.11	1.08	1.09	1.08
CNY	7.87	7.84	7.81	7.83
BRL	5.37	5.62	5.44	6.29
INR	92.58	90.08	90.26	92.71
TRY	32.69	34.97	34.06	40.27

# Return on invested capital

Group ROIC <sup>1</sup>	H1 2025	H1 2024
Average Invested Capital (€m)	3,021	3,089
NOPAT (€m)	82	136
ROIC (%)	5.5%	8.8%
Vertical integration ROIC	H1 2025	H1 2024
Average Invested Capital (€m)	443	495
NOPAT (€m)	9	6
ROIC (%)	4.2%	2.6%
Refractory ROIC	H1 2025	H1 2024
Average Invested Capital (€m)	2,578	2,594
NOPAT (€m)	73	129
ROIC (%)	5.7%	10.0%

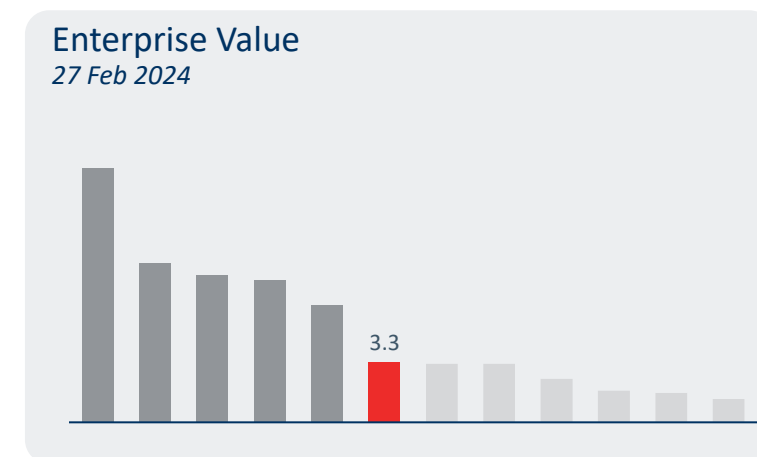
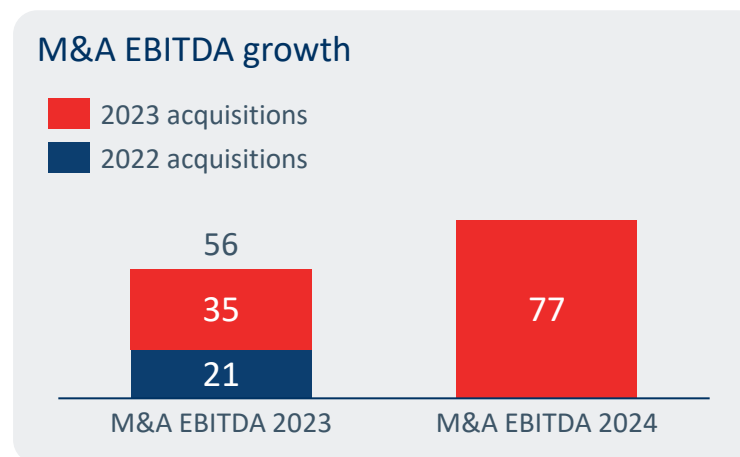
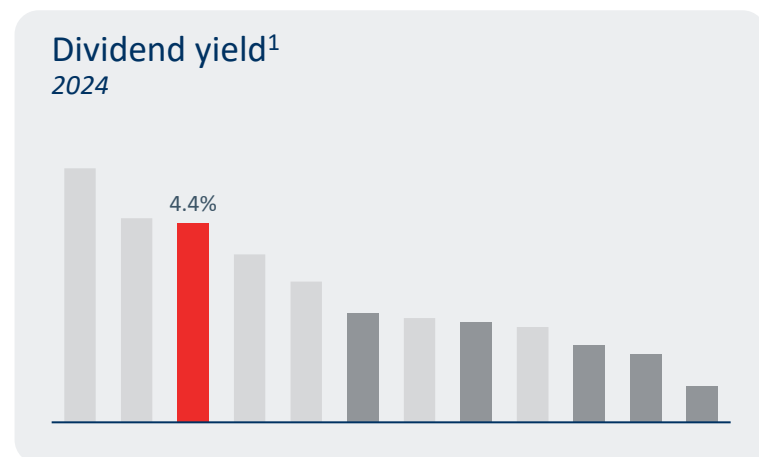
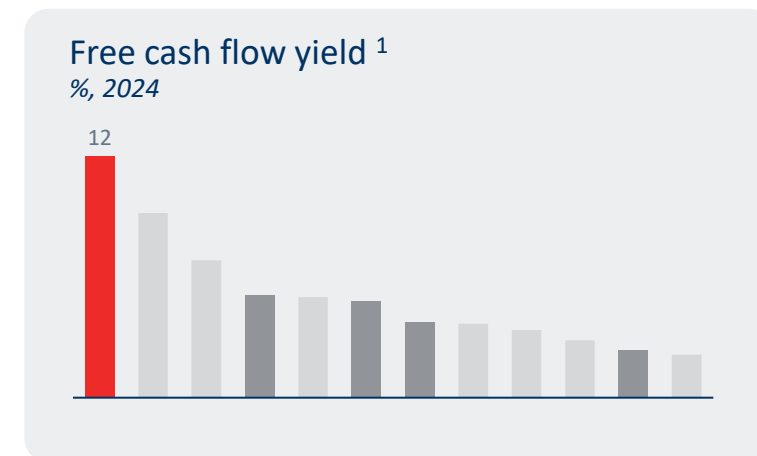
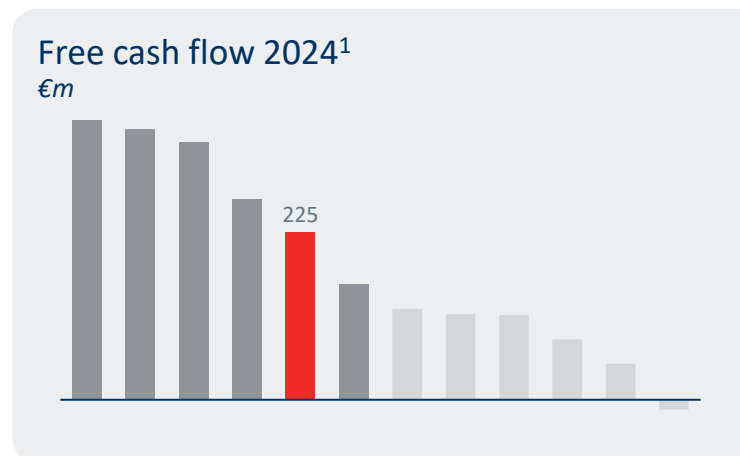
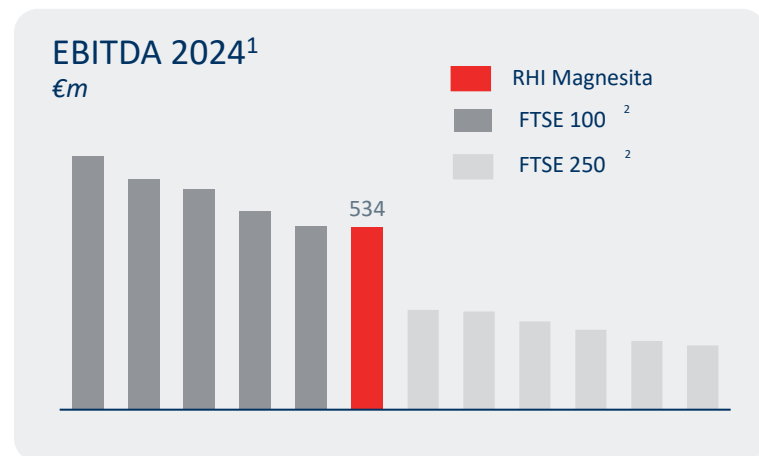
# Our performance in context

RHIM has navigated the downturn in steel production without margin decline, whilst executing significant M&A at the bottom of the refractory market



# Peer group benchmarking

(i) EBITDA and free cash flow comparable to FTSE 100 peers; (ii) highest free cash flow yield in the sector;  
 (iii) compelling M&A growth story; (iv) high operational gearing to market recovery



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