## CRITICAL MATERIALS FOR A SUSTAINABLE PLANET

Investor Presentation | Second Quarter 2023



AMG CRITICAL MATERIALS N.V.

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## FINANCIAL HIGHLIGHTS

REVENUE (IN MILLIONS OF US DOLLARS)





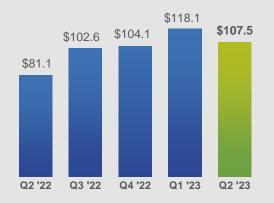
### NET INCOME ATTRIBUTABLE TO SHAREHOLDERS

(IN MILLIONS OF US DOLLARS)





EBITDA (IN MILLIONS OF US DOLLARS)



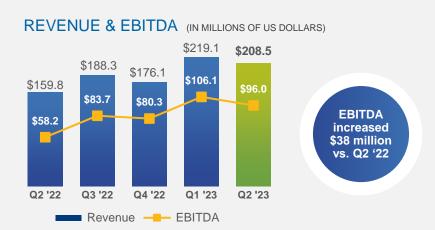


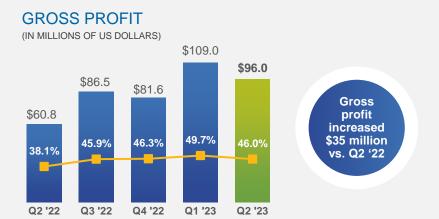
### **EARNINGS PER SHARE**





## AMG CLEAN ENERGY MATERIALS FINANCIAL HIGHLIGHTS





### CAPITAL EXPENDITURES (IN MILLIONS OF US DOLLARS)



- Revenue increased \$49 million versus Q2 2022, to \$208 million, driven mainly by increased sales volumes and higher prices in lithium concentrates
- SG&A expenses in Q2 2023 were higher than in Q2 2022, mainly driven by the increase in headcount related to the lithium and vanadium expansion projects, as well as higher employee benefit costs
- In Q2 2023, AMG sold 28,870 dry metric tons ("dmt") of lithium concentrates, with an average realized sales price of \$3,633/dmt CIF China; the average cost per ton of \$547/dmt CIF China resulted in a quarterly EBITDA for AMG Brazil of \$89 million

## AMG CRITICAL MINERALS FINANCIAL HIGHLIGHTS

#### REVENUE & EBITDA (IN MILLIONS OF US DOLLARS)



#### **GROSS PROFIT**

(IN MILLIONS OF US DOLLARS)



Gross profit decreased \$6M due to lower volumes

### CAPITAL EXPENDITURES (IN MILLIONS OF US DOLLARS)



- Revenue decreased by 45% in Q2 2023, to \$57 million, mainly due to lower volumes across the segment largely driven by the silicon metal plant operating one furnace during the quarter
- Gross profit of \$8 million was \$6 million lower than in Q2 2022, largely due to the lower volumes in the current quarter
- SG&A expenses in Q2 2023 increased by 8% compared to Q2 2022, driven by higher professional fees in the current quarter
- EBITDA in Q2 2023 decreased by \$8 million compared to Q2 2022, due to the lower gross profit

## AMG CRITICAL MATERIALS TECHNOLOGIES FINANCIAL HIGHLIGHTS

#### REVENUE & EBITDA (IN MILLIONS OF US DOLLARS)



#### **GROSS PROFIT**





Q2 '23 gross profit decreased vs. Q2 '22 due to lower chrome prices

### ORDER INTAKE (IN MILLIONS OF US DOLLARS)



- Q2 2023 revenue increased by \$13 million vs. Q2 2022, driven by strong revenues in our engineering unit, as well as higher sales volumes of titanium alloys and chrome metal, partially offset by lower chrome metal pricing
- EBITDA was \$10 million in Q2 2023 vs. \$14 million in Q2 2022; this
  decrease was primarily due to lower chrome prices in the current
  quarter partially offset by higher profitability in Engineering and Titanium
- The Company signed \$167 million in new orders during Q2 2023, representing a 2.48x book to bill ratio, driven by strong orders of remelting and induction furnaces
- Order backlog was \$337 million as of June 30, 2023, the highest in AMG's history

## KEY CORPORATE INCOME STATEMENT ITEMS

#### SG&A EXPENSES (IN MILLIONS OF US DOLLARS)





- ■Clean Energy Materials
- Critical Minerals
- Critical Materials Technologies

### **NET FINANCE COSTS (INCOME)**

(IN MILLIONS OF US DOLLARS)



Variance driven by higher interest income earned and an increase in cash & cash equivalents balances

## TAXES (IN MILLIONS OF US DOLLARS)





- SG&A expenses were \$49 million in Q2 2023 compared to \$37 million in Q2 2022, with the increase largely due to higher personnel costs driven by increased hiring in our Lithium, Engineering, and LIVA businesses; and by a one-time pension expense of \$7 million due to the restructuring of executive employee benefit plans
- AMG's net finance cost in Q2 2023 was \$7 million vs. \$12 million in Q2 2022; this variance was mainly driven by higher interest income earned, due to the overall increase in global interest rates, and an increase in cash and cash equivalents balances as well as foreign exchange losses in the prior period
- AMG recorded an income tax expense of \$27 million in Q2 2023, compared to \$23 million in Q2 2022; this variance was mainly driven by higher profitability in AMG Lithium at its Brazil operation, offset by US tax expense and movements in the Brazilian real

## CASH FLOW AND WORKING CAPITAL

#### OPERATING CASH FLOW (IN MILLIONS OF US DOLLARS)



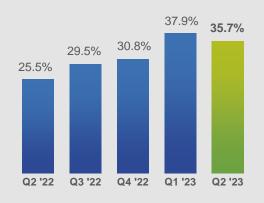


### NET DEBT (IN MILLIONS OF US DOLLARS)



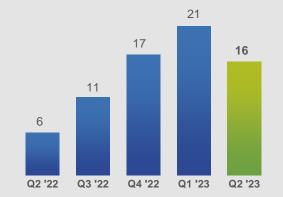


#### **ANNUALIZED ROCE**





## **WORKING CAPITAL DAYS**



Variance vs. Q2 '22 driven by the startup of the Zanesville facility

## **APPENDIX**



# AMG PROVIDES CRITICAL MATERIALS AND RELATED PROCESS TECHNOLOGIES TO ADVANCE A LESS CARBON-INTENSIVE WORLD

## A GLOBAL IMPERATIVE FOR THE 21<sup>ST</sup> CENTURY

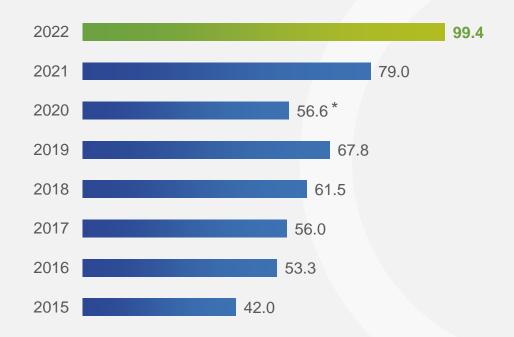
## AMG: ENABLING TECHNOLOGIES

Products and processes saving CO<sub>2</sub> emissions during use (e.g., light-weighting and fuel efficiency in the aerospace and automotive industries)

## AMG: MITIGATING TECHNOLOGIES

Products and processes saving raw minerals, energy and CO<sub>2</sub> emissions during manufacturing (e.g., recycling of ferrovanadium)

# AMG'S ENABLED CO<sub>2</sub> EMISSION REDUCTIONS (Million MT)



## QUARTERLY REVENUE DRIVERS

## **CLEAN ENERGY MATERIALS**

SEGMENT RESULTS			KEY DRIVERS		
	Q2 2023	Q2 2022		Price	Volume
Revenue	\$208.5	\$159.8	Vanadium		
	Ψ200.5	Ψ139.6	Spodumene	^	
Gross Profit	\$96.0	\$60.8	Tantalum	^	

## **CRITICAL MINERALS**

SEGMENT RESULTS			KEY DRIVERS		
	Q2 2023	Q2 2022		Price	Volume
Revenue	\$57.3	\$103.4	Graphite	<b>&lt;&gt;</b>	~
	<u> </u>	<u> </u>	Silicon	<b>&lt;&gt;</b>	<b>V</b>
Gross Profit	\$7.8	\$14.0	Antimony	~	~

## **CRITICAL MATERIALS TECHNOLOGIES**

	SEGMENT RESULTS			KEY DRIVERS	
	Q2 2023	Q2 2022		Price	Volume
	<u>QZ 2020</u>	<u>QZ ZUZZ</u>	Chrome		
Revenue	\$173.6	\$160.9			
			Titanium Alloys		
Gross Profit	\$23.7	\$27.4	Engineering Book to	Bill	*

<sup>\*</sup> AMG Engineering variance arrow represents total change in book to bill, not volume or price

## CRITICAL MATERIALS — AVERAGE QUARTERLY MARKET PRICES

MATERIALS	Q2 2022	Q2 2023	JUL 19, 2023 SPOT	Q2 '23 VS. Q2 '22 % CHANGE	SPOT VS. Q2 '23 % CHANGE
Ferrovanadium (\$/lb) CRU	\$30.53	\$18.21	\$17.25	(40%)	(5%)
Molybdenum (\$/lb) S&P Global Platts	\$18.47	\$21.36	\$22.80	16%	7%
Nickel (\$/MT) Fastmarkets	\$28,928	\$22,297	\$20,588	(23%)	(8%)
Chrome Metal (\$/lb) CRU	\$8.69	\$5.52	\$5.30	(36%)	(4%)
Tantalum (\$/lb)  Argus Metals	\$110.29	\$86.22	\$71.50	(22%)	(17%)
Spodumene (\$/MT) Asian Metal	\$3,877	\$4,163	\$4,080	7%	(2%)
Lithium Carbonate (\$/MT)  Asian Metal	\$71,583	\$35,457	\$41,455	(50%)	17%
Lithium Hydroxide (\$/MT) Fastmarkets	\$70,830	\$46,167	\$48,000	(35%)	4%
Antimony (\$/MT) Fastmarkets	\$14,109	\$12,079	\$11,550	(14%)	(4%)
Graphite (\$/MT)  Benchmark Minerals	\$1,218	\$1,091	\$1,085	(10%)	(1%)
Silicon Metal (€/MT) CRU	€4,898	€3,071	€2,450	(37%)	(20%)

## CRITICAL MATERIALS — FULL YEAR AND CURRENT SPOT PRICES

MATERIALS	AVG 2021	AVG 2022	JUL 19, 2023 SPOT	AVG '22 VS. AVG '21 % CHANGE	SPOT VS. AVG '22 % CHANGE
Ferrovanadium (\$/lb) CRU	\$15.81	\$23.89	\$17.25	51%	(28%)
Molybdenum (\$/lb) S&P Global Platts	\$15.98	\$18.91	\$22.80	18%	21%
Nickel (\$/MT) Fastmarkets	\$18,500	\$25,993	\$20,588	41%	(21%)
Chrome Metal (\$/lb) CRU	\$4.37	\$7.13	\$5.30	63%	(26%)
Tantalum (\$/lb)  Argus Metals	\$76.01	\$99.17	\$71.50	30%	(28%)
Spodumene (\$/MT) Asian Metal	\$971	\$4,386	\$4,080	352%	(7%)
Lithium Carbonate (\$/MT)  Asian Metal	\$18,882	\$72,457	\$41,455	284%	(43%)
Lithium Hydroxide (\$/MT) Fastmarkets	\$16,560	\$68,000	\$48,000	311%	(29%)
Antimony (\$/MT) Fastmarkets	\$11,752	\$13,367	\$11,550	14%	(14%)
Graphite (\$/MT)  Benchmark Minerals	\$1,030	\$1,185	\$1,085	15%	(8%)
Silicon Metal (€/MT) CRU	€3,825	€4,428	€2,450	16%	(45%)

## PROFIT FOR THE PERIOD TO ADJUSTED EBITDA RECONCILIATION

(000's USD)	Q2 2023	Q2 2022
Profit for the period	\$43,573	\$29,879
Income tax expense	26,552	23,156
Net finance cost	7,282	12,211
Equity-settled share-based payment transactions	1,495	1,372
Restructuring expense	626	41
Pension adjustment	6,700	-
Silicon's partial closure	(362)	-
Inventory cost adjustment	3,678	-
Strategic project expense (1)	3,476	3,107
Share of loss of associates	760	-
Others	_	(3)
EBIT	93,780	69,763
Depreciation and amortization	13,673	11,363
EBITDA	107,453	81,126

#### Notes

<sup>(1)</sup> The Company is in the initial development and ramp-up phases for several strategic expansion projects, including AMG Vanadium's expansion project, the joint venture with Shell, Hybrid Lithium Vanadium Redox Flow Battery System, and the lithium expansion in Germany, which incurred project expenses during the quarter but are not yet operational. AMG is adjusting EBITDA for these exceptional charges



