# District of a better life

## **Umicore Investor Presentation**

July 2021

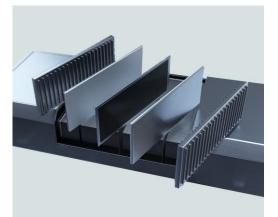


## Introduction to Umicore

#### Who we are



#### A global materials technology and recycling group



A global leader in automotive catalysts for internal combustion engines, hybrids and fuel cell powered vehicles



A leading supplier of key materials for rechargeable batteries used in electrified transportation and portable electronics

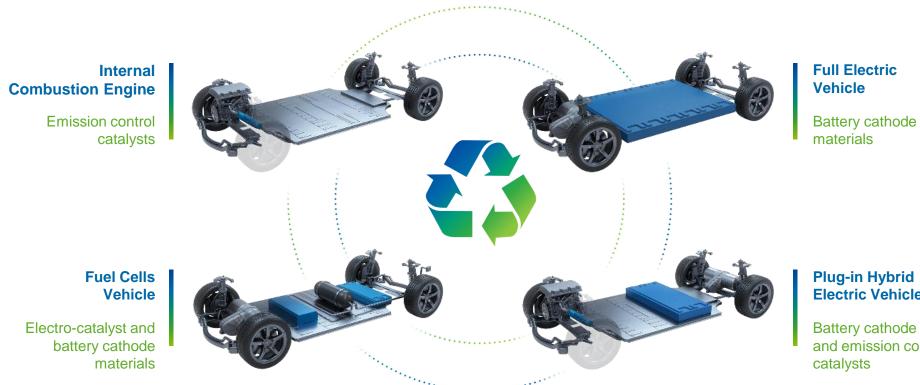


The world's leading recycler of complex waste streams containing precious and other valuable metals

## **Unique position**

#### in clean mobility materials





#### **Electric Vehicle**

Battery cathode materials and emission control

## **Built on sound foundations**

#### A longstanding leader in sustainability



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## A global leader in recycling



Recovering over 20 metals, offering the highest metal yields

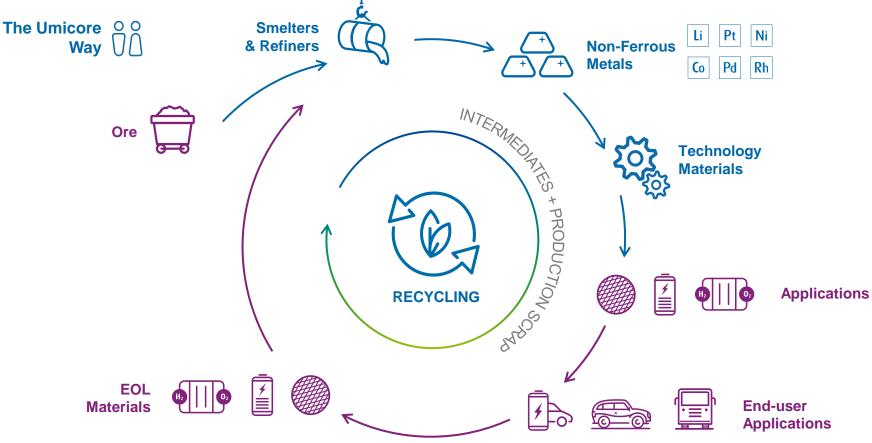






## **Closing the loop**

#### With a unique integration in the value chain



### **Our mission**



Materials for a better life



**Over 20 years of sustainability leadership** 

Delivering solutions to tackle pressing societal challenges in clean mobility and circular economy

Safeguarding our planet's precious resources by reducing the use of primary materials

Setting new industry benchmarks through our technology and innovation



### **Our strategic approach**

#### is supported by



Unique business model & complementarity of activities Early strategic positioning in the markets we serve Strong commitment to innovation Solid financial structure



Clear leadership in clean mobility materials and recycling Setting new industry standards in sustainability



#### **Our Group structure**









#### CATALYSIS

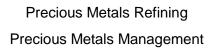
Automotive Catalysts Precious Metals Chemistry Fuel Cell & Stationary Catalysts

#### ENERGY & SURFACE TECHNOLOGIES

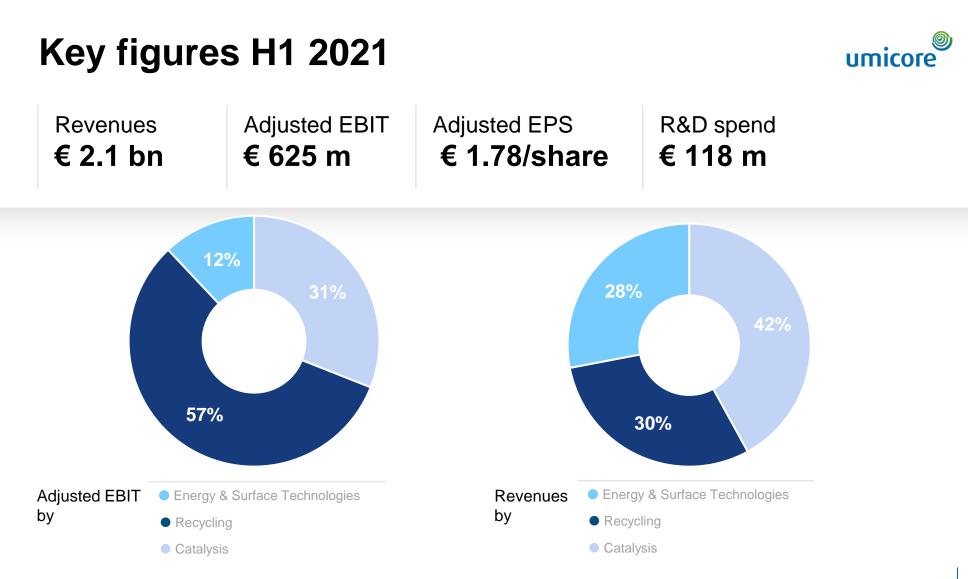
**Rechargeable Battery Materials** 

Cobalt & Specialty Materials Metal Deposition Solutions Electro-Optic Materials

#### RECYCLING



Jewelry & Industrial Metals

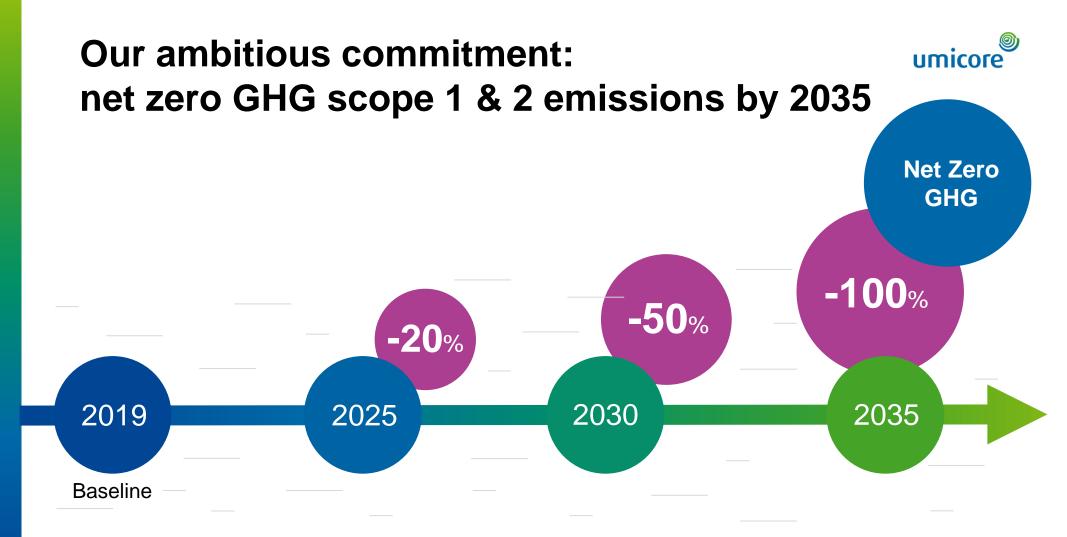




## We continue to be a leader in sustainability Broader, bolder, faster, better



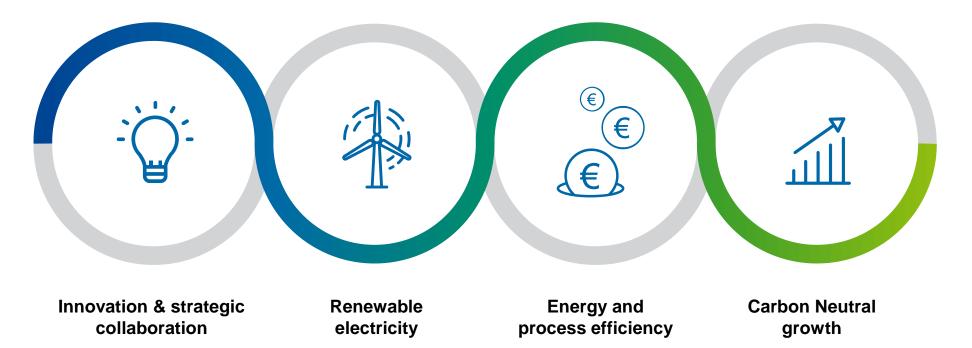




## Net zero GHG emissions by 2035



#### **Powered by**



#### **Carbon neutral growth**



#### CASE STUDY

Rechargeable Battery Materials manufacturing plant in Poland: carbon neutral as of start of production in 2021

- Cathode manufacturing: intense scope 2 activity
- Availability of low-carbon electricity supply key criteria in selection of location for Umicore's first cathode production plant in Europe
- Use of wind, hydro and photovoltaic energy
- In addition, continuous focus on process and energy efficiency
- Strong example for other expansion projects within Umicore

Net zero GHG strategy includes: Organic expansions and M&A: net zero GHG emissions key criterion in all project assessments



#### Managing our impact with care



Continue our commitment to significantly reduce our emissions

-25% diffuse emissions by 2025 (vs 2020)

Continuous improvement on metal emissions

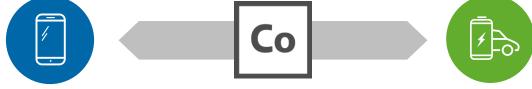


## **Pioneering approach**



#### Over 15 years of sustainable & ethical sourcing





Co-founding member of the **Global Battery Alliance** and co-initiator and first contributor to the **Fund for the prevention of child labor in mining communities** 



## Diversity of thought to keep us ahead

WE

**GO FOR** 



WHERE WE ARE TODAY **10,859** Group employees in 2020

23%

Women in management in 2020

20%

Non-Europeans in senior management in 2020

74 nationalities Gender parity in management as soon as possible with **35%** women in management by 2030

## Increased non-European representation

in management teams by 2025

Measuring and disclosing **Pay Equality** 



## Let's go for zero

Net Zero GHG. Zero regrets. Endless possibilities.



## **Business Group Overview**

Catalysis





Automotive Catalysts	A world leader in emission control catalysts for light-duty and heavy-duty vehicles and for all fuel types.	Pt Pd Rh
Precious Metals Chemistry	Develops and produces metal-based catalysts used in chemistry, life sciences and pharmaceutical applications.	Pt Pd Ru Rh Ag Ir Au Co Ga
Fuel Cells & Stationary Catalysts	Combines Umicore's fuel cell catalyst activities and smaller stationary catalyst activities (marine, power generation,) building on a strong technology portfolio.	Pt Ir





We develop technologies which allow our customers to meet automotive emission legislation at the lowest Total Cost of Ownership

Complete<br/>catalyst systems<br/>to reduce exhaust<br/>gas emissionsImage: Complete<br/>power of the systems<br/>to reduce exhaust<br/>to reduce exhaust<br/>to reduce exhaust<br/>gas emissionsImage: Complete<br/>power of the systems<br/>to reduce exhaust<br/>to reduce exha



People engagement Operational excellence



Global manufacturing & technical footprint



## Automotive Catalysts Production Footprint



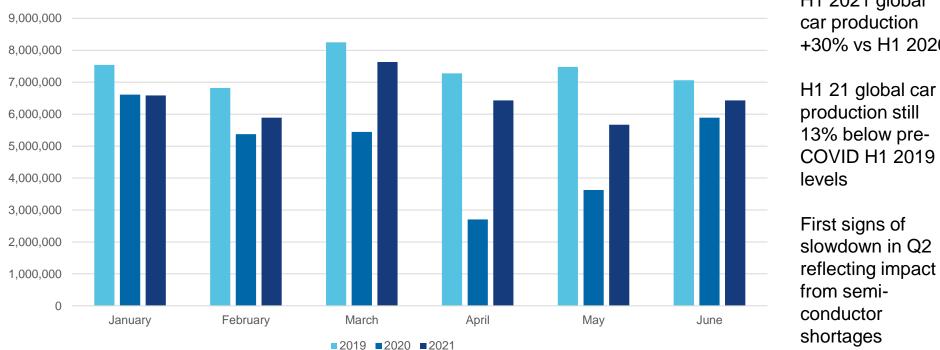
#### 17 plants in 14 countries, 9 R&D / tech. centers in 7 countries



## Auto industry recovering from COVID-19



Monthly global passenger car production across all powertrains (source: IHS & Umicore - 19/07/2021)



H1 2021 global car production +30% vs H1 2020



### Catalysis H1 2021 performance Revenues +59% and adj. EBIT +853%

#### **Automotive Catalysts**

Strongly outperforming recovering car market in key regions Further market share gains and favorable platform mix in LDV, esp. in Europe and China Strong demand for China V HDD catalysts Cost savings and production footprint optimization

#### **Precious Metals Chemistry**

Strong demand for homogenous catalysts and exceptional PGM environment

#### **Fuel Cell & Stationary Catalysts**

Doubling of PEM fuel cell catalysts sales volumes driven by strong demand from existing customers and customer wins in China

Substantially lower sales of stationary catalysts



#### REVENUES

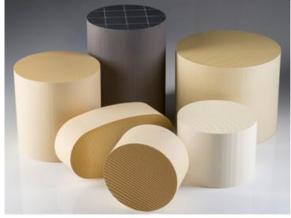


#### Adjusted EBIT

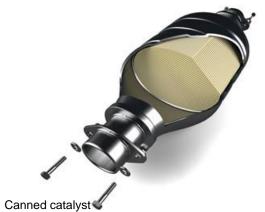








Catalyst elements





Test bench



Installation stationary DNox catalyst



Bad-Säckingen plant AC, Germany



Nowa Ruda plant AC, Poland



## Catalysis



**Unique position in Catalysts** 

#### Strong growth drivers:

Increasing uptake of fuel cell drivetrains and attractive growth opportunities in the hydrogen economy

Tightening emission norms for LDV and HDD, particularly in China, Europe and India

Significant value uplift especially in gasoline catalysts. Increasing share of gasoline platforms in the global mix

Accelerating demand for Umicore's catalysts used in fuel cell vehicles. R&D and production capacity in Germany and Korea;

R&D program and joint development agreements to establish future success in PGM-catalysts for hydrogen storage/release and green electrolysis

Umicore emission control catalysts **best positioned** to capture growth in growing gasoline segment

Umicore **well positioned** to capture growth in HDD segments



## **Business Group Overview**

**Energy & Surface Technologies** 



## Energy & Surface Technologies



Rechargeable Battery Materials	A leading cathode material supplier for lithium-ion rechargeable batteries used in electrified vehicles and portable electronics. Also includes battery recycling.	Ni Co Li Mn
Cobalt & Specialty Materials	Refines and recycles cobalt and nickel; produces cobalt and nickel specialty chemicals for a wide range of applications (incl. tires, catalysts, surface treatment).	Re Co Ni W Ta Cu
Metal Deposition Solutions	Supplies precious metal electrolytes & processes for technical, functional and decorative applications.	Au Ag Rh Ru Pd Pt
Electro-Optic Materials	Supplier of products for thermal imaging as well as wafers for space solar cells and high brightness LEDs, chemicals for fiber optics and thin film applications.	Ge Sb Se

## **₽**

## Rechargeable Battery Materials: business model umicore®



Product innovation based on strong application know-how



Process innovation fuels productivity improvements while maintaining highest quality standards (stringent automotive standards)



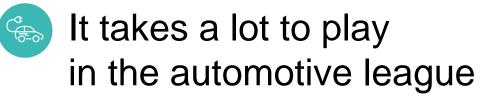
Established industrial footprint close to the customer



Strong industrialization capabilities building on historical Umicore key competences



Integrated process flows with guaranteed access to critical raw materials allows **an agile market approach** 



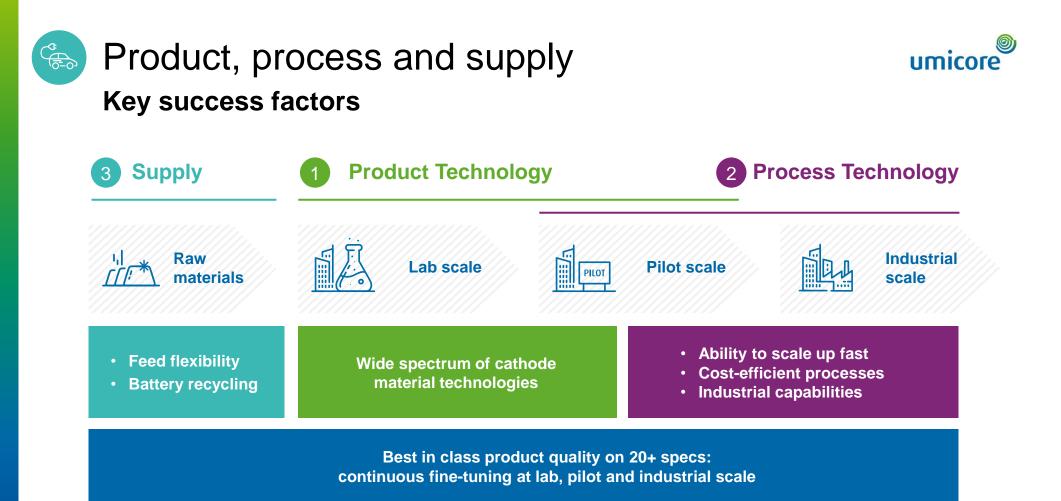
#### Car OEMs need :

High quality cathode materials

- ... custom made for different types of xEVs
- ... in massive volumes
- ... at the highest speed and flexibility
- ... at a competitive price
- ...without any sustainability image risk.

- excellent product quality on 20+ specs
- > wide spectrum of cathode material technologies
- > industrial capabilities
- > ability to scale up fast
- > cost-efficient processes
- > ethically sourced materials

It takes product technology, process technology and supply





## Cathode material specs to fulfil cell performance specs





## Cathode material **product specs**

- Particle size
- Morphology
- Composition
- Purity

- Packing density
- Porosity
- Consistency
- and more...



## Cathode material **performance specs**

- Capacity
- Power (charge/discharge)
- Cycle life

- SafetyCharge
  - efficiency
- and more...

Tailoring cathode material characteristics to the cell specs requires:

Fundamental chemistry knowhow to design the right product composition during lab phase Ability to further enhance the product designs during the qualification cycles in pilot phase



## **Rechargeable Battery Materials**

#### Expansion projects timeline

Year	2016	2017	2018	2019	2020	2021	2022	2023
EUR 160 million announced April 2016		rownfield in Cl reenfield in Ko		Completed on		accelerated schedule		
EUR 300 million announced May 2017	• •	icant scale effe efitted 2018 ma						
				-	reenfield in ompetence			
EUR 660 million announced Feb 2018			Significant upfront costs in 2019-2021. Commissioning of competence center in 2019. China greenfield: ramp up of new capacity adjusted to pace of demand. Poland greenfield plant under construction, commissioning end of H1 21 and start of commercial production in Q4 21.					

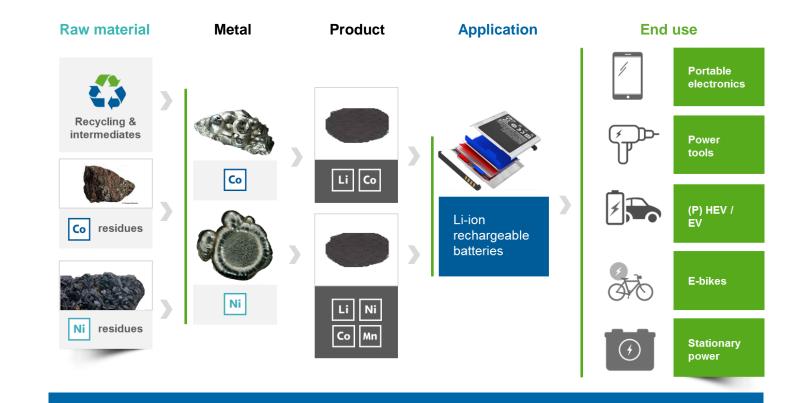
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#### Access to raw materials Unique integration in the value chain





Umicore

Flexibility in supply feed, high speed to market and responsiveness to customer needs



#### Access to raw materials



#### Battery recycling as critical additional source of supply



- Umicore is fully aligned with OECD Due Diligence for Responsible Supply Chains of Minerals from Conflict-Affected and High-Risk Areas
- Certified clean and ethical supply to our customers
- Urban mining indispensable for global electrification of transportation
- Proven industrial capabilities for all types and formats of Li-ion batteries
- Patented recycling technology
- High recovery rates for lithium, cobalt, nickel and copper
- Highest environmental standards

#### Umicore

Flexibility in supply feed, high speed to market and responsiveness to customer needs



#### E&ST H1 2021 performance Revenues +7% and adj. EBIT +44%

#### **Rechargeable Battery Materials**

Substantial increase in cathode materials volumes primarily for the European EV market, both YoY and sequentially Lower contribution from cobalt refining activities Higher fixed costs (recent and ongoing expansions; R&D)

**Cobalt & Specialty Materials** benefiting from a continued post-COVID-19 recovery in demand, especially for cobalt and nickel chemicals and tool materials

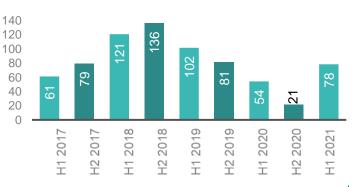
Metal Deposition Solutions benefiting from strong demand across key end markets

Stable revenues for Electro-Optic Materials











### E&ST H1 2021

#### Commissioning of cathode materials plant in Nysa, Poland



First industrial scale cathode materials production plant in Europe

Commissioned end of H1 2021 with initial commercial production volumes expected around year-end

Carbon neutral as of start of production with 100% green power supply

Closing of long-term PPA with Engie for the supply of renewable electricity to Nysa

#### Impressions



EV car battery pack







RBM Cheonan production sites, Korea

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### **Energy & Surface Technologies**



Unique position in Rechargeable Battery Materials for EVs

**Electrification** confirmed as main avenue to drastically reduce vehicle emissions in midand long-term

Strongly supported by **legislation** and evidenced by massive roll-out of car OEM's e-mobility strategies

Increasing electrification drives **strong market demand** in mid and long-term

Technology roadmap offers ample room for innovation and differentiation Product Process Closed loop offering **Umicore uniquely positioned** to address long-term requirements of this industry, while managing shortterm fluctuations with agility

Full spectrum of highest quality cathode materials

Process technology and ability to scale up fast

Innovation pipeline spanning next 20 years

Integrated supply chain and battery recycling



## **Business Group Overview**

Recycling

Precious Metals Refining	Operates the world's most sophisticated precious metals recycling facility and recovers 17 precious and other valuable metals from complex waste streams.
Precious Metals Management	Services for hedging, leasing, purchasing and sale of precious and platinum group metals to internal and external customers

**Jewelry & Industrial Metals**  Supplier of precious metals based products for jewelry and industrial applications, recycler of jewellery and production scrap and producer of platinum-based equipment for the glass and chemical industries.



Recycling





Ag Au Pt

Pd

Ru Pd Rh

Pt Au Ir

Ag





Largest and most complex precious metals recycling operation in the world





## Leading refiner of 17 different metals

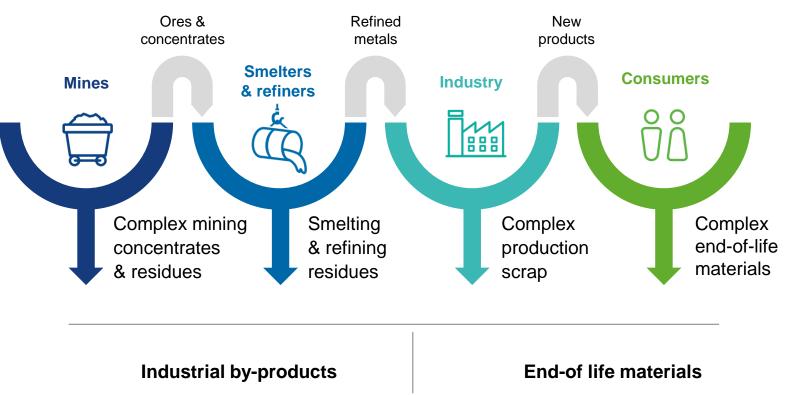
Processes more than 200 different types of raw materials





World class environmental and quality standards The value chain of metals











Main revenue drivers

Treatment & refining charges	Metal yield		
Treatment charges are	Umicore assumes the risk		
determined, among other	of recovery above or		
criteria, by the complexity	under the contractually		
of the materials	agreed recovery rate		





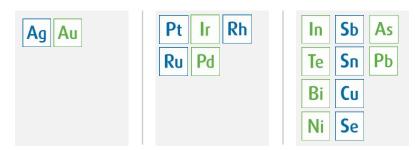




Systematic hedging of transactional exposure

Depending on market conditions hedging of (part of) structural metal price exposure through contractual arrangements

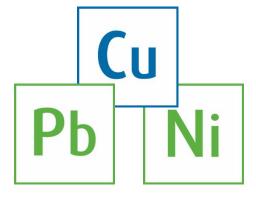
Impact on working capital is mitigated by toll-refining – metals remain property of the supplier during treatment







**Umicore is unique** due to its proprietary complex flowsheet that combines three metallurgical streams



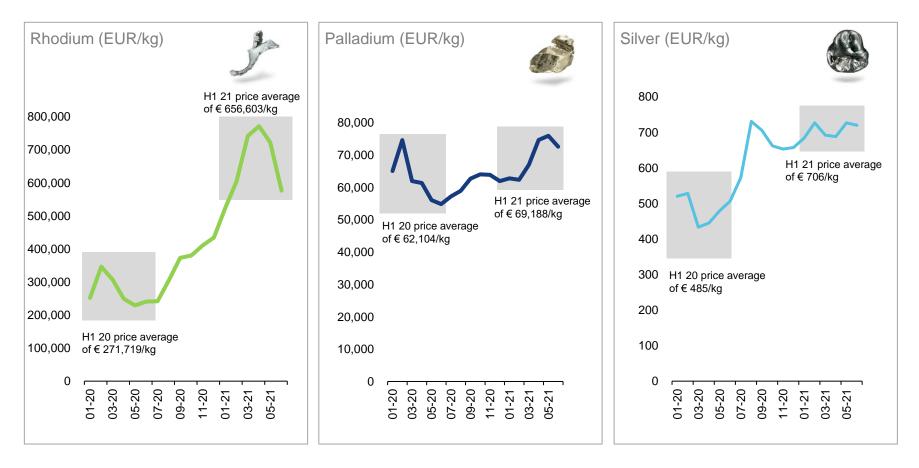
#### <u>This enables</u>

Flexibility to treat a broad range of input materials	Recovery & valorization of the most metals	Ability to optimize feed and therefore profitability	Scope to broaden to new types of materials in future
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- Umicore technology guarantees environmentally friendly processing, a high yield and a more competitive cost
- Umicore introduced its unique Ultra High Temperature technology for Battery Recycling more than 5 years ago

## Exceptionally high and volatile precious metals prices, in particular rhodium

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#### Recycling H1 2021 performance Revenues +48% and adj. EBIT +94%

#### **Precious Metals Refining**

Record precious metals prices

Excellent supply and trading conditions

Strong demand across end-markets and regions

Robust operational performance and optimal capacity use; volumes in line with high levels of H1 20

#### **Jewelry & Industrial metals**

Strong uplift in demand for investment and jewelry products Higher demand for platinum engineered materials

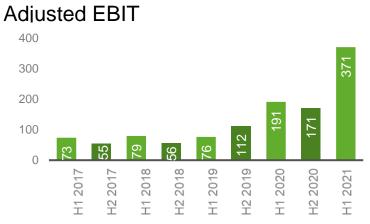
#### **Precious Metals Management**

Significantly higher earnings contribution due to favorable trading conditions



REVENUES













PMR Hoboken recycling plant, Belgium



#### **Recycling** Unique position in Recycling



Increasing resource scarcity and need for closing the loop Growing complexity of materials to recycle Increased availability of complex materials, in particular end-of-life materials Eco-efficient recycling processes are becoming the norm

Umicore uniquely positioned to capture growth as the **world's largest and most complex** precious metal recycler with **world class environmental and quality standards** 



Metallurgical leadership and proprietary technologies for treating complex residues and byproducts



**Closing the loop** in product businesses by offering recycling services



Over 200 different input streams



Recovery of more than **20 different metals** 



## Financial review H1 2021

#### Key figures H1 2021



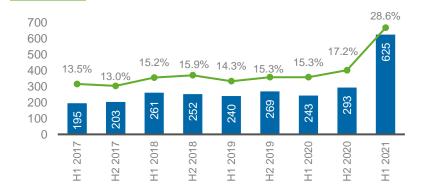
REVENUES € 2.1 bn +37% YoY	Adjusted EBIT <b>€ 625 m</b> +157% YoY	Free Operating Cash Flow € 656 m Net debt at € 1,040 m Net debt / LTM Adj. EBITDA 0.87x		
Adjusted NET PROFIT (Group share)	Adjusted EBITDA € <b>762 m</b>	CAPEX € 166 m		
<ul> <li>€ 428 m</li> <li>Adjusted EPS € 1.78</li> <li>Interim dividend of € 0.25 per share</li> </ul>	+103% YoY	ROCE 28.4%		

#### Strong performance across business groups driving record results

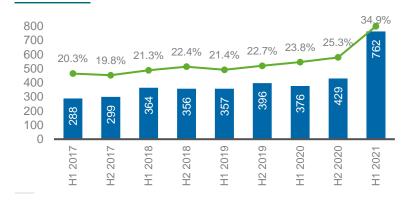
Note: All references to revenues in this document refer to revenues excluding metals (all revenue elements - value of purchased metals)

## Outstanding Adj. EBIT(DA) and margins

Adj. EBIT & Adj. EBIT margin



#### Adj. EBITDA & Adj. EBITDA margin



## Adjusted EBIT at € 625 million, up 157% compared to H1 20, which was severely impacted by COVID-19 pandemic

Recovery in underlying demand

Strong boost from record precious metal prices

Cost saving benefits

### Adjusted EBITDA at € 762 million, doubling compared to H1 20

Slight increase in adjusted Group D&A

Higher margins across Business Groups, particularly in Recycling and Catalysis

#### Full P&L



Million €	H1 2020	H1 2021
Adjusted EBIT	243	625
- Net finance cost	(45)	(52)
- Adjusted Tax	(47)	(140)
Adjusted net result	151	433
- Minorities	(3)	(5)
Adjusted net result Group share	148	428
Adjusted EPS	0.62	1.78
Adjustments to net result Group share	(57)	(28)
Net result Group share	91	400

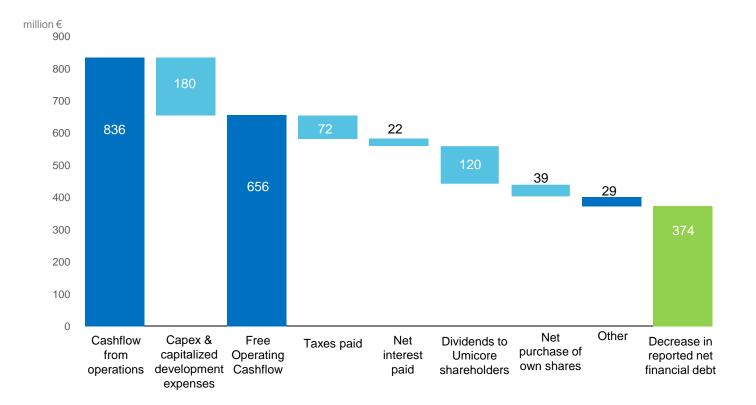
Substantial increase in Adj. net Group result and Adj. EPS, reflecting strong Adj. EBIT increase

Increase in adjusted net financial cost due to higher interest and forex charges.

Substantially higher adjusted tax charges tracking the higher taxable profit with stable effective adjusted Group tax rate (24.9%)

#### Net cash flow bridge



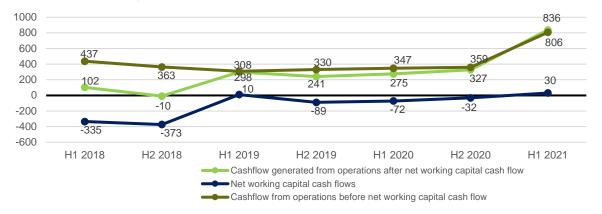


Free operating cashflow of € 656 million, including € 30 million working capital reduction, driving a € 374m decrease in reported net financial debt

Combined cash out of € 214 million related to net interest charges, taxes and dividend

#### Free operating cash flow at record level

million €, continued operations only



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Cash flow from operations after changes in working capital tripled to a record € 836 million

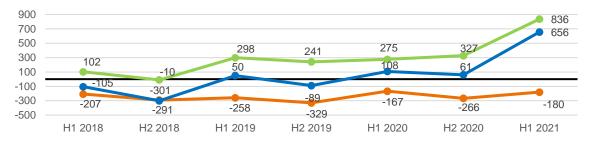
Decrease in cash working capital of  $\in$  30 million, including positive cut-off effects of appr.  $\in$  250 million end of June

Cash working capital increase in Catalysis more than offset by a decrease in E&ST and Recycling

#### Free cash flow from operations substantially up to € 656 million

Capex and capitalized development expenses increased to  $\in$  180m year on year and were concentrated in E&ST.

million €, continued operations only



Cashflow generated from operations after net working capital cash flow
 Capex + capitalized development expenses
 Free cashflow from operations

#### Adjustments to EBIT



million €	H1 2020	H2 2020	H1 2021
Restructuring-related	(31)	(97)	(10)
Selected asset-impairments	(31)	(14)	(17)
Environmental	(1)	(55)	(42)
Other	(9)	1	30
<b>Total EBIT adjustments</b>	<b>(72)</b>	<b>(165)</b>	<b>(39)</b>
Adjusted tax result	14	30	5
Financial result	-	-	6
Adjusted minority result	(1)	3	-
<b>Net adjustments (Group Share)</b>	(58)	(134)	(28)

## - € 39 million EBIT adjustments :

- Additional Hoboken green zone provision of € 41 million
- € 24 million adjustment related to closure of HDD plant in Frederikssund (Denmark) and impairment of related IP
- € 32 million positive adjustment related to a tax credit in Brazil
- Net result impact after tax : € 28 million



## Outlook



Based on the strong performance in H1 and assuming precious metal prices remain around current<sup>1</sup> levels for the remainder of the year, Umicore expects its adjusted EBIT for the full year 2021 to **slightly exceed € 1 billion**<sup>2</sup>.

Compared to 2020, this FY outlook incorporates an exceptional additional contribution of roughly € 250m linked to higher current<sup>1</sup> precious metal prices.

Adjusted EBIT in H2 is expected to be lower than in H1 as: H1 benefited from the spike in precious metal prices and H2 includes the effect of the planned maintenance shutdown in Hoboken and the currently anticipated impact of the semi-conductor shortage on car production.

<sup>1</sup> Current refers to the date of this publication i.e., 30 July 2021

<sup>2</sup> Umicore announced on 22 April 2021 that it expected adj. EBIT for 2021 to approach € 1 billion.

#### Guidance for full year 2021 raised



2021 adj. EBIT expected to more than double compared to 2020<sup>1</sup>

Continued outperformance vs automotive market

H2 revenues and earnings impacted by more subdued demand in car industry due to ongoing shortage in global semiconductors supply

H2 China HDD sales volumes impacted by phase out of China V-compliant catalysts



#### ENERGY & SURFACE TECHNOLOGIES

2021 adj. EBIT expected to grow meaningfully and may slightly exceed current market consensus<sup>2</sup>

However, the stronger than anticipated performance in CSM and MDS in H1 is expected to normalize and should not be extrapolated to H2

Substantial growth in sales volumes of cathode materials to power EVs in 2021 expected to more than compensate a  $\in$  50 million increase in fixed costs



#### RECYCLING

2021 adj. EBIT expected to reach exceptional levels, well above 2020<sup>3</sup>

Assuming current metal prices prevail throughout remainder of the year

Robust operations and strong growth across business units and regions

H1 not to be extrapolated to H2 as

- H1 included spike in precious metal prices
- Planned maintenance shutdown of the Hoboken smelter in H2

<sup>1</sup> Catalysis adjusted EBIT reached € 154 million in 2020;

<sup>2</sup> Consensus adjusted EBIT for Energy & Surface Technologies stood at € 129 million at the time of this publication;

<sup>3</sup>Recycling adjusted EBIT amounted to € 362 million in 2020.



## **Key Investment Considerations**

#### Key investment considerations



- Record earnings in 2020 despite challenging market context due to COVID-19, demonstrating the merits of the strategy building on complementary activities
- Well positioned to take advantage of accelerating global megatrends : more stringent emission control, electrification of the automobile and resource scarcity
  - Global presence and unique competences acquired over many years;
  - A technology leader in most key product markets and particularly in automotive catalysts, cathode materials and complex polymetallic recycling;
  - Strong organic growth prospects supported by legislation
- Well-diversified business profile with broad product, end-market and customer base driven by a common theme of sustainability
- Strong track record of and commitment to innovation to maintain competitive lead (R&D spending of ~7% of revenues in 2020)
- **Robust financial performance** across cycles; focus on margin and returns;
- **Strong balance sheet** with recent substantial growth investments
- Experienced board, management team, and clear governance principles

#### Forward-looking statements



This presentation contains forwardlooking information that involves risks and uncertainties, including statements about Umicore's plans, objectives, expectations and intentions.

Readers are cautioned that forwardlooking statements include known and unknown risks and are subject to significant business, economic and competitive uncertainties and contingencies, many of which are beyond the control of Umicore. Should one or more of these risks, uncertainties or contingencies materialize, or should any underlying assumptions prove incorrect, actual results could vary materially from those anticipated, expected, estimated or projected.

As a result, neither Umicore nor any other person assumes any responsibility for the accuracy of these forward-looking statements.





# materials for a better life