

# Swiss Steel Group

Corporate Presentation  
March 2022





**Together.  
For a future  
that matters.**

# Swiss Steel Group

## 2021



> 20,000 customers

>750

Years of  
experience



SIX Swiss  
Exchange



> 70 locations



> 30 countries

Sales & Service network worldwide

3,193

Revenue in  
million EUR

1,863

Sales volume  
in kt



Corporate Center  
in Lucerne, CH



> 9,000 employees

# Content

- 01** Growing Markets
- 02** Global Synergies
- 03** Technology + Innovation
- 04** Sustainability
- 05** Together. For a future that matters.



**01**

Growing Markets



## Quality & Engineering Steel



## Stainless Steel



## Tool Steel

# Quality & Engineering Steel

**Enables permanent mechanical loads and reliable use of the components**

- Examples for applications: automotive industry, mechanical engineering
- Share of sales volume 2021: 75%

**#3**  
in Europe

# Stainless Steel

## Attractive material for a wide range of applications

- Resistant to corrosion, acid and heat
- Application examples: automotive, mechanical and plant engineering, food and chemical industry, oil and gas industry, aviation
- Share of sales volume 2021: 17%

**#5**  
worldwide

# Tool Steel

The product range includes cold work steel, hot work steel, high speed steel and plastic mold steel

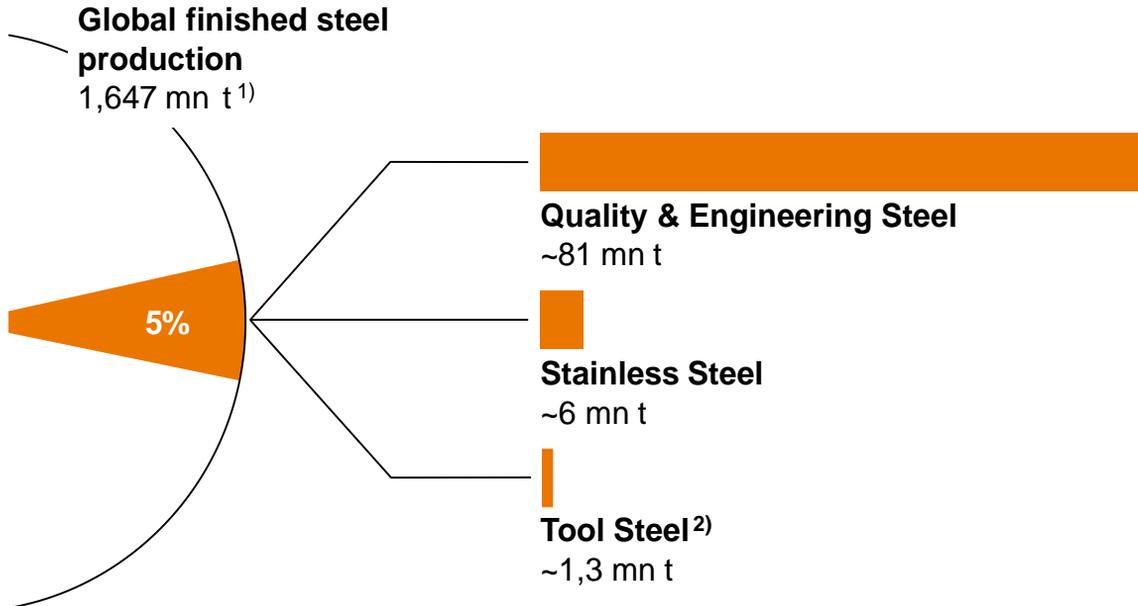
- Unique hardness, abrasion-resistant and dimensionally stable
- Application examples: automotive industry, food packaging industry
- Share of sales volume 2021: 7%



**#4**  
worldwide

# Global Special Long Steel Production 2020

**Global special long steel production**  
~88 mn t<sup>1)</sup>



<sup>1)</sup> Estimates based on data from SMR, rounded

<sup>2)</sup> Inkl. alloyed tool steel and high speed steel

# Most European steel processing industries with rebound in 2021 and more moderate growth in 2022

## Expected growth in steel processing industries 2022



Source: Eurofer Economic and Steel Market Outlook 2022-2023, Q1 2022

# Revenue by End Markets

2021 (2020)



**Mobility**  
46% (44%)



**Mechanical and  
Plant Engineering**  
27% (25%)



**Energy**  
8% (11%)



**Plastic**  
4% (5%)



**Construction**  
3% (3%)



**Other**  
12% (12%)

# Production of Microchips

Our drawn fine wire, only 13 - 25 micrometers in diameter, is woven into a screen printing frame. This is used for electronic screen printing. This in turn produces high-tech microchips, such as those built into your smartphone. Each chip is produced from 800 printed layers. A smartphone of the newest generation is equipped with approx. 1,100 chips. This technology is also used for tablets, media systems in cars and modern household appliances.



# Powder Steel for 3D Printing

Metal powder with iron-, nickel- and cobalt-based alloys is used for 3D printing or additive production of industrial, technical applications, for example in toolmaking. Such metal powders are produced in the Special Materials Department at Deutsche Edelstahlwerke's Krefeld site. A powder atomization system produces powder particles smaller than 500 micrometers from a melt jet. The largest known bacterium (*Thiomargarita namibiensis*) with 700 micrometers is even larger than our powder particles.



# Automotive Industry

To a large extent, our products are used in the automotive industry: in the engine as a valve, as a component part in the gearbox, for the manufacturing of e. g. molds for plastic parts such as bumpers and dashboards or for aluminum castings such as rims. In short: No car without us.



# Aviation

Safety-relevant aircraft components must be highly resistant to demanding environments. With high-quality products and solutions, our Group is one of the world's leading suppliers of special steels for the aviation industry. The Ugitech and Deutsche Edelstahlwerke (DEW) Business Units are approved suppliers to aircraft manufacturers and manufacturers of aircraft engines and landing systems.



# Sailing Yachts

The keel of a large yacht, such as that of a sailboat at an international regatta, is a long blade that extends along the midline at the bottom of the boat and serves to increase stability. These forged keels made of our steel have an un-machined weight of more than 19 metric tons.



# Wind Power Plants

We provide several applications for all parts of a wind power plant. Bolts made of our high-strength steel are used for the base, tower, screw connections for the gondola and the rotor blades.



# Oil & Gas Production

Oil and gas production has evolved from traditional vertical drilling to horizontal drilling and now multidirectional drilling. In order to guarantee very accurate drilling, non-magnetic drilling tools have become a must. Our products are sold as long rods in almost all oil and gas markets.



# Construction

Our products play a key role in construction. The diagonal and longitudinal ribs made of our stainless rebars improve bonding with concrete and ensure our houses and bridges stay up.



# Food

Our stainless steel is also used in the food industry; e.g. in bottling plants for liquids such as olive oil. Molds made of plastic mold steel are indispensable when it comes to making PET bottles. The bottles receive their initial form through an injection molding process in our molds, after which they are blown to their final shape.



# Medical Technology

The multi-dimensional vascular prostheses made of our materials are used for the treatment of arteriosclerotic heart disease. They dilate blood vessels and thus regulate blood circulation. They are suitable for remaining in the human body for a lifetime.

Have you ever broken a bone and the fracture has been treated with a steel screw? This could very well have been our product.



# Shredders

In order to effectively prevent data misuse and industrial espionage, fine-cut shredders are needed. The aim is to shred paper documents into particles up to 0.8 mm in size. This requires extremely sharp knife shafts that mesh precisely and permanently. Therefore, the manufacturer relies on our special bright steel to manufacture the components in a cost-effective and time-efficient manner.



# Protective Clothing from Ring Braid

Stainless steel wire from our production is also processed into ring braid. The main task of the stainless steel ring braid is to protect the body from direct contact with sharp objects such as knives, scissors and broken glass. Users include the food industry, industrial sector and manufacturers of personal protective equipment for police, military and security.



# Gearboxes for Angle Grinders

Angle grinders are the tool for specialists in metalworking. A robust motor is required to carry out the work efficiently and without interruption. Even at long working intervals, it must be efficient, fast and durable. This is ensured by a heavy-duty armature shaft made of our material.





**02**

# Global Synergies

# Unique Added Value

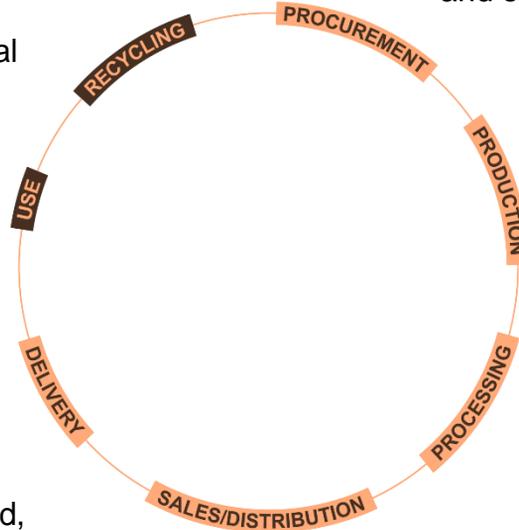
Recycling: almost

**90%**

of our raw material  
is scrap metal



Use of steel scrap, nickel, ferrochrome, molybdenum and other alloy materials



Complementary configuration of steelworks for the entire range of special long steel



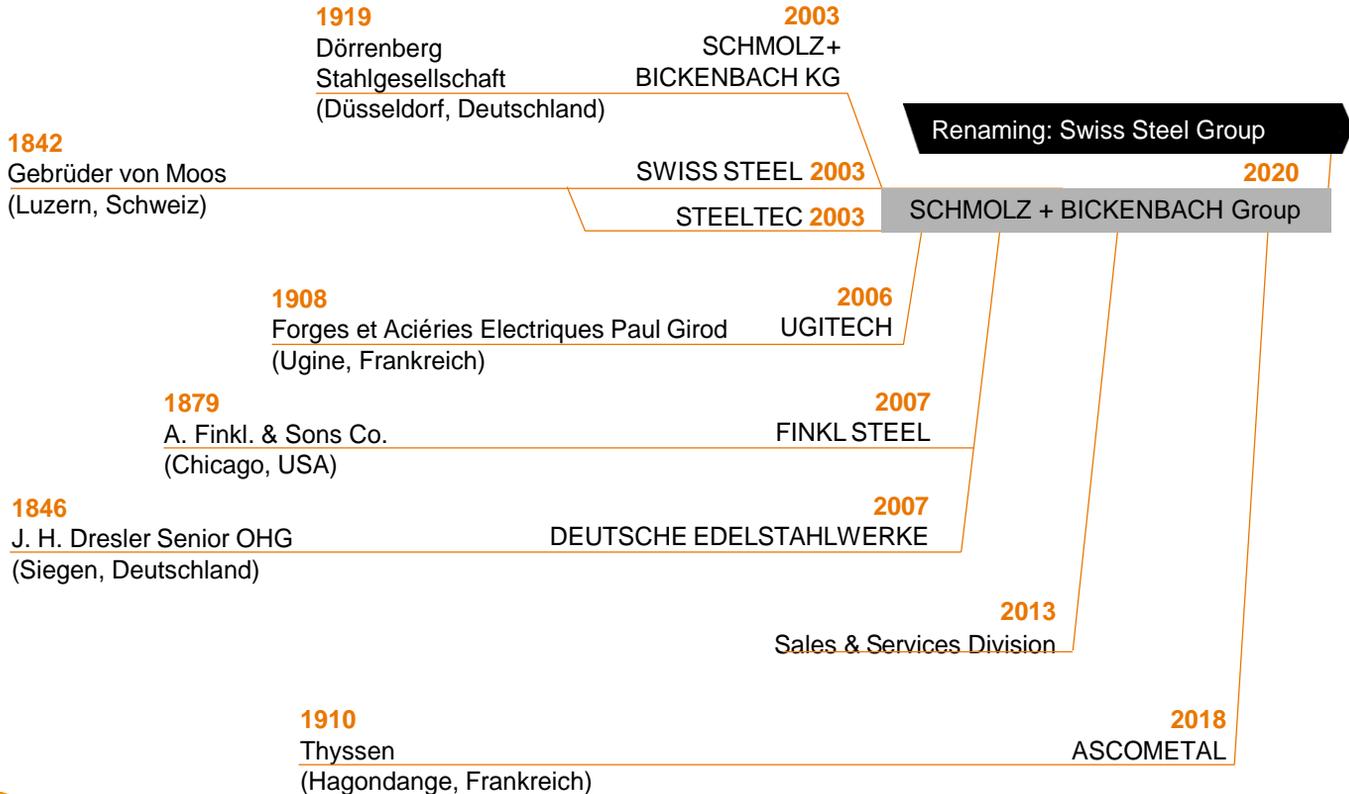
Further processing results in high-quality long steel products that are precisely tailored to the customer's requirements



Punctual and damage-free delivery thanks to our own logistics companies and partnership with qualified, local sales companies

**>70** Sales and service offices in more than 30 countries

# Growth for over 100 Years



# Global Exchange for Maximum Flexibility



# Present Worldwide – at Over 70 Locations in More Than 30 Countries





**One of the leading Engineering Long Steel player in Europe, offering products made of alloyed materials, part of the Swiss Steel Group since 2018**

- Industries: automotive industry, rolling bearing steels, mechanical engineering, oil and gas industry
- Headquarters in Hagondange, France
- CREAS Research Centre in Hagondange

5 

Production sites

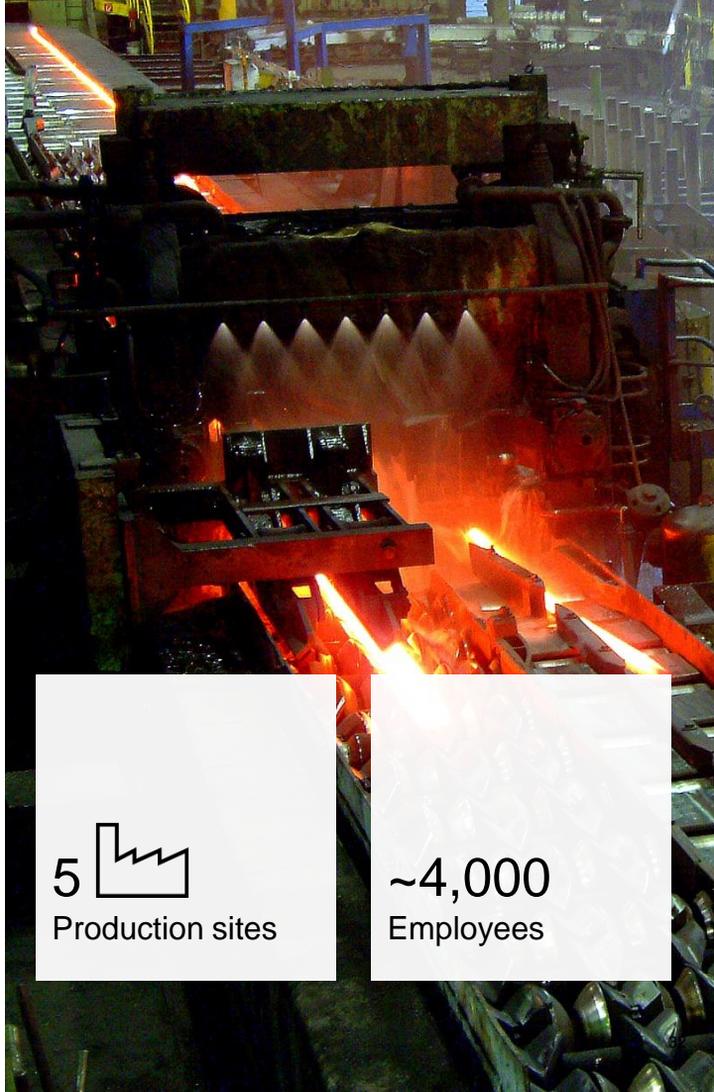
~1,200

Employees



**One of the world's leading producers of special steel long products: Engineering, tool and stainless steels – from ingot to finished products**

- Industries: automotive, mechanical engineering, plant construction, aviation and energy
- Headquarters in Witten, Germany
- Subsidiaries: DEW KarriereWERKSTATT GmbH, dhi Rohstoffmanagement GmbH, DEW Härtereitechnik GmbH



5   
Production sites

~4,000  
Employees



**The world's leading supplier of forging die steels, plastic mold steels, die casting tool steels, and custom open-die forgings**

- Industries: aerospace, defense, automotive, industrial manufacturing, mining, oil & gas
- Headquarters in Chicago, USA
  - Chicago, IL Plant
  - Sorel, Quebec Plant
  - Detroit, MI Plant
  - Houston, TX Plant
- 143 Years of Innovation & Progress



4  
Production sites

~750  
Employees



**Leading black and bright steel producer with products and processes of outstanding quality, higher efficiency, greater value creation and sustainable responsibility**

- Industries: automotive industry, mechanical engineering, plant construction
- Headquarters in Emmenbrücke, Switzerland
- Among the most efficient producers in its class, new walking beam furnace and Garrett coiler reduce energy consumption by another 15%



3  
Production sites

~1,000  
Employees



## One of the world's leading manufacturers of long stainless steel products

- Industries: automotive industry, energy and process industry, architecture and construction, special industry (e.g. aerospace, medical technology and watchmaking)
- Headquarters in Ugine, France
- Certified for markets with the highest demands such as aerospace and medical technology



8 Production sites

~1,800  
Employees

**Present in more  
than 35 countries  
with over 70 locations**

- Consistent and reliable delivery of special steel
- Qualified consulting and end-to-end customer solutions
- Downstream processing such as sawing, milling, hardening and supply chain management



in over 30 countries

**>70**  
locations



**03**

Technology + Innovation

# Synergies of Group-wide Development: Ideas for Tomorrow's Successes

## Our first-class technical development process

- In-house technical know-how and infrastructure to support product design and development, process optimization and quality improvement through computer simulations and production line testing and transfer
- Full range of material testing capabilities: certified micro- and nanostructural, (thermo-)mechanical, corrosion and surface characteristics
- Global expert committees for knowledge management, technology transfer, innovation management and competence development



Solution-oriented  
innovation



Process  
innovation



Product  
innovation

# Industry 4.0 at Swiss Steel Group

**Industry 4.0 applications are increasingly becoming the key to product quality, performance and thus profitability in the steel industry**

- Quality: PQA Product Quality Analysis – Pioneer in the market
- Maintenance: Mobile App Maintenance – among the pioneers
- Material Tracking: Rod tracking – in research, breakthrough expected soon



# Non-ferrous Alloys, High-alloy Steels and Innovative Production Technology

**Non-ferrous alloys and high-alloy steels are manufactured in series. Innovative production technology is used for such materials and semi-finished products.**

- Metal powder generation for use in the HIP process
- Production of Fe, Ni and Co-based metal powders for additive manufacturing
- Ferro-Titanit is used for wear and corrosion protection of underwater pelletizers.  
Patent at DEW



Solution-oriented  
innovation

# Laser Surface Treatment

**Finishes complex molds for plastic forming and makes them more economical and of higher quality with maximum wear resistance**

- Hardness from 365 to 410 HB
- Extreme hardness with good machinability
- Excellent polishability



# Extreme Performance Technology XTP®

**Ultrafine microstructure by exact temperature control and high deformation:  
Energy + force = ultra-fine grained steel**

- Xtreme toughness; Increased cold toughness down to  $-101^{\circ}\text{C}$
- Xtreme strength: Increased tensile strength up to 1,800 MPa



# Heat Treatment for Access to New Markets

**Investment EUR 17 million**

- NADCAP certified oven at Ugitech
- Capacity expansion for higher-value products
- Reduction of quality costs
- Elimination of transport bottlenecks



# Major Modernization at the Swiss Steel Rolling Mill in Emmenbrücke

**Investment EUR 40 million**

- New walking beam furnace and Garrett coiler at Swiss Steel
- Improvements in product quality, material losses in the process and a 15% reduction in energy consumption
- Increase of the ring weight to 2.2 tons



Solution-oriented  
innovation



**04**

Sustainability

# Sustainability as Corporate Philosophy

## Environment Society



Ressource  
management



Corporate  
citizenship



Personnel  
and talent  
management



Environmental  
protection



Active  
engagement



Health & Safety

## Business



Customer  
centricity



Financial  
performance



Business  
conducts



Corporate  
governance



Supply chain  
management



Product  
excellence

# Exemplary Projects for Environmental Protection in the Group

- Pyrometallurgical recycling plant for batteries and metal-containing wastes approved, to produce ferroalloys for our stainless steels
- Audited leading-low level of CO<sub>2</sub> in one of our Emmenbrücke EAF: 0.06 t CO<sub>2</sub> / t steel (ex caster, scope 1 & 2)
- Big move to green energy in several plants





**05**

Together. For a future that matters.

# Our Claim and Values

## Together. For a future that matters.

Steel is our backbone, our DNA. It's what we do best to contribute in shaping a sustainable future. And so we are teaming up – with each other, with customers and suppliers. Together we are designing ever better steel solutions with highest quality and profound passion. Our expertise makes us an experienced ally. In consulting, development, production and services.

### Active.

With passion, expertise and a pioneering spirit, we strive towards the optimum. We are passionate about progress. We are forward-looking, open and fair. We encourage and challenge, internally and externally. We are active, service- and solution-oriented specialists with innovative drive.

### Experienced.

Thanks to our experience and our understanding of needs, we convince along the entire value chain. We reliably form optimal solutions in dialogue. That is our strength. Our knowledge and our precision are the foundation for efficient advancement.

### Sustainable.

People are at the heart of our actions. Mutual respect and open communication distinguish us as a strong partner. We anticipate the challenges of our customers. Together we create the economically and ecologically sustainable solutions of tomorrow.

# Your Contact

Corporate Communications

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The image features a black background with two large, overlapping curved shapes on the left side. The upper shape is bright yellow, and the lower shape is a vibrant red. The shapes overlap in a way that creates a sense of depth and movement. On the right side of the image, the text "Together. For a future that matters." is written in a clean, white, sans-serif font. The text is positioned in the lower right quadrant, with "Together." on the top line and "For a future that matters." on the bottom line.

**Together.**  
**For a future that matters.**

The background features a large, vibrant red shape that curves from the top left towards the bottom right. A bright yellow shape is positioned in the upper right corner, partially overlapping the red shape. The remaining background is solid black.

Appendix

# Financial Figures 2021

<b>Sales volume</b>	1,863 kt
<b>Revenue</b>	EUR 3,192.8 million
<b>Adjusted operating profit before depreciation, amortization and impairments (adjusted EBITDA)</b>	EUR 191.6 million
<b>Adjusted EBITDA Margin</b>	6.0%
<b>Operating profit (EBIT)</b>	EUR 108.7 million
<b>Group result (EAT)</b>	EUR 50.3 million
<b>Share price high/low</b>	CHF 0,478 / 0,234
<b>Net debt</b>	EUR 720,5 million