

## Oppenheimer & Co. 12<sup>th</sup> Annual Industrial Growth Conference

May 2017



#### **Forward-Looking Statements**

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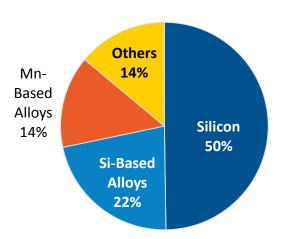
### Ferroglobe: The Global Leading Producer of Silicon Metal, Silicon-based Alloys, and Manganese-based Alloys

- World's largest producer of silicon metal & silicon-based alloys, and a leading manganese-based alloys producer, headquartered in London
- Low-cost structure built on vertically integrated supply chain including ownership of key raw materials
  - Diversified production base with 26 production centers across five continents
- Electrometallurgy Uniquely positioned in the industry to service customers with broadest geographic reach and breadth of product offering
  - Portfolio provides economies of scale and acts as a natural hedge against currency fluctuations
- Mining Metallurgical quality, low-ash coal mines in the U.S.
  - Quartz mining operations in Spain and South Africa
- Energy 14 total hydroelectric plants: Spain (12) and France (2)
- Solar Tech. Experienced R&D team with track record of developing next generation technology
  - Photovoltaic solar-grade silicon metal technology developed by Ferroglobe

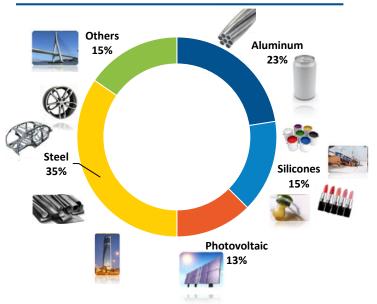
#### Summary Financials (Incl. Hydro Assets)

(US\$ millions)	2013A	2014A	2015A	2016A
Sales	\$ 2,192	\$ 2,272	\$ 2 <i>,</i> 040	\$ 1,556
Adj. EBITDA	\$ 264	\$351	\$ 295	\$70.5

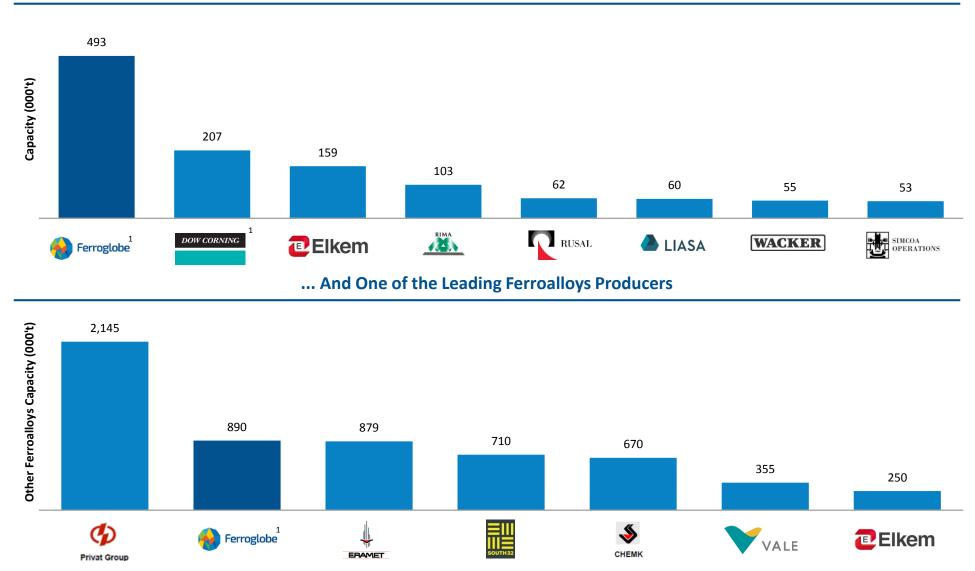








### Global Leader in Production of Silicon Metal, Silicon-Based Alloys and Manganese-Based Alloys



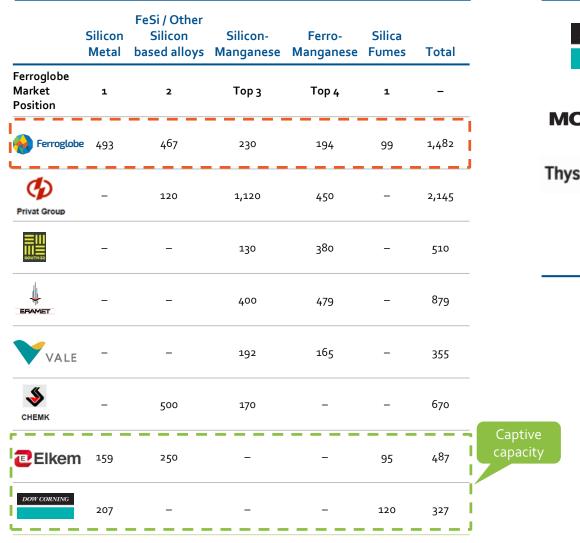
#### The Leading Player in Silicon Metal ...

#### Source: CRU

<sup>1</sup> Includes attributable output and capacity from wholly-owned plants and joint ventures.

### Diversified Product Portfolio with High Quality Customer Base

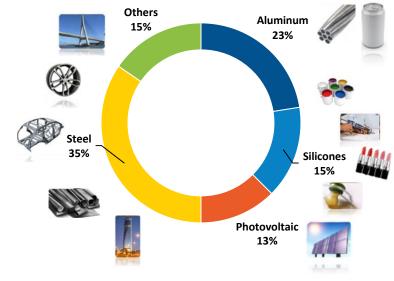
#### Summary of Capacity by Product





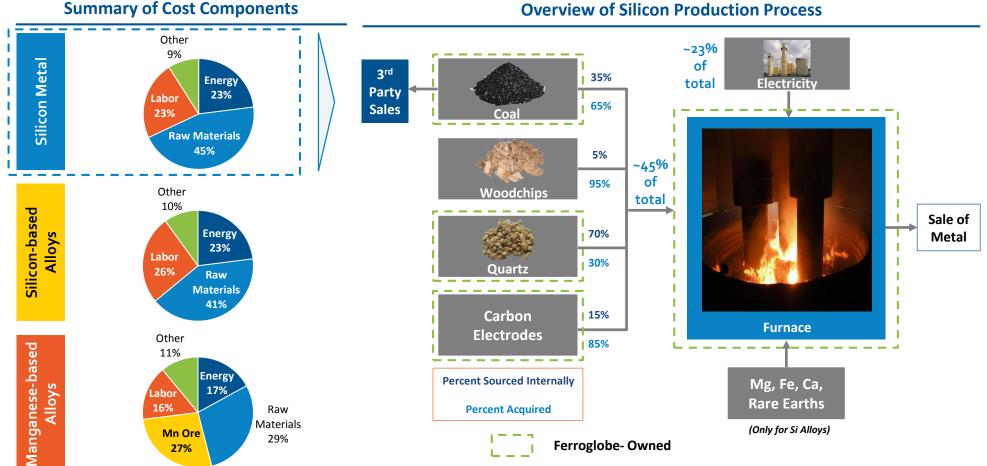
**High Quality Customers** 

**Exposure to Diverse End Markets** 



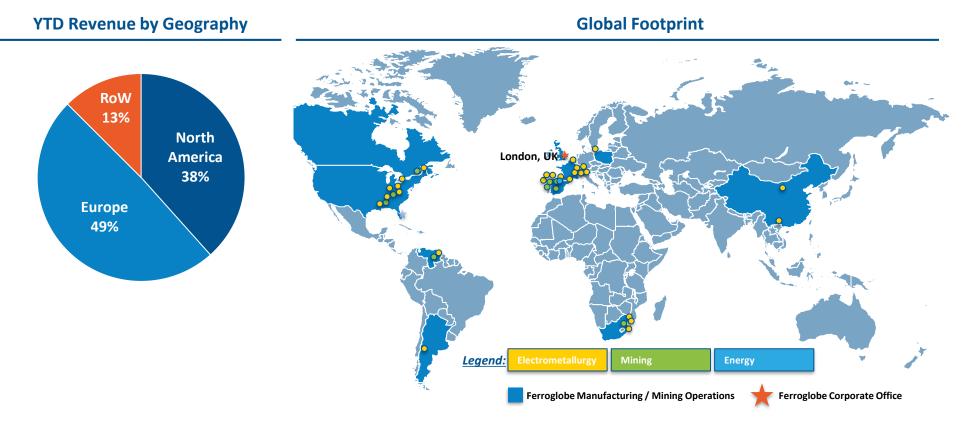
### Ferroglobe Benefits from Low Cost Structure Built Upon **Vertically Integrated Supply Chain**

- Power is the single largest contributor to production cost across products
- Ferroglobe benefits from vertical integration and attractive power contracts, which allows company to maintain a low cost structure to ensure through-the-cycle profitability
  - Ownership of critical, high quality raw material sources, including quartz, woodchips, low ash coal, and energy
  - Power contracts in key regions at rates significantly below spot utility rates
- While not vertically integrated in manganese ore, Ferroglobe has the ability to pass-through cost of manganese ore directly to customers



#### **Overview of Silicon Production Process**

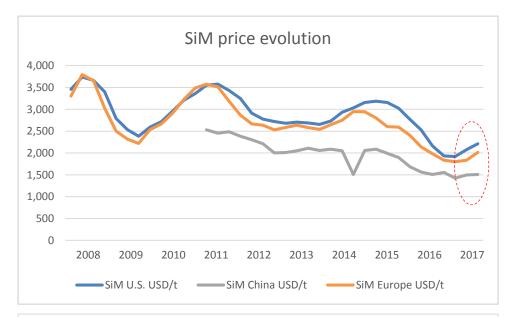
#### Unparalleled Global Reach and Breadth of Product Offering Allows Ferroglobe to Efficiently and Uniquely Serve a Global Customer Base

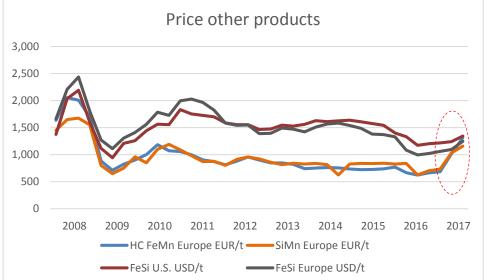


#### Capacity by Geography

(000, mt)	Europe	North America	South America	Africa	Asia	Total
Silicon	195	195	0	67	36	493
Ferrosilicon / Foundry Alloys	214	127	0	90	0	431
Manganese-based Alloys	424	0	0	0	0	424
Other Silicon-Based Alloys	15	0	21	0	0	36
Total						1,383

### Market Environment (through 1Q-2017)

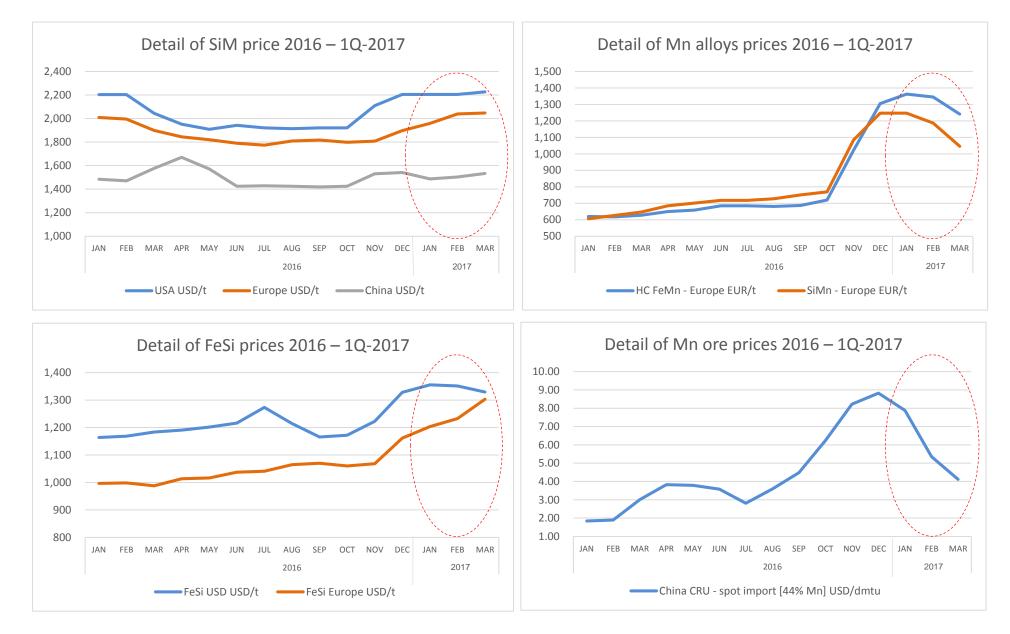




- SiMe had meaningful pricing improvement in 1Q-2017 vs 4Q-2016
  - EU price recovery from a low of 1,582 €/t to a recent level around 1,915 €/t
  - U.S. at 1.05 \$/lb today; steady recovery from 0.88 \$/lb in 3Q-2016
  - FG's strategy playing out patiently waiting and offering higher prices as market tightens
  - Some early signs of traders decreasing imports into the U.S. on the back of the trade case announcements
  - Chinese domestic prices unable to maintain higher prices realized in Feb-2017
- After Mn ore prices spiked at the end of 2016, prices ore have steadily dropped through 1Q-2017
  - 44% Mn ore lumps (CIF) currently at 4.15 \$/dmtu, down drastically from 9.10 \$/dmtu at the end of 2016
- Despite the > 50% drop in Mn ore prices, Mn-based alloys prices have not declined as drastically
  - EU FeMn prices dropped from 1,355 €/t at year-end to 1,240 €/t (8.5% decline)
  - EU SiMn prices dropped from 1,251 €/t at year-end to 1,050 €/t (16.2% decline)

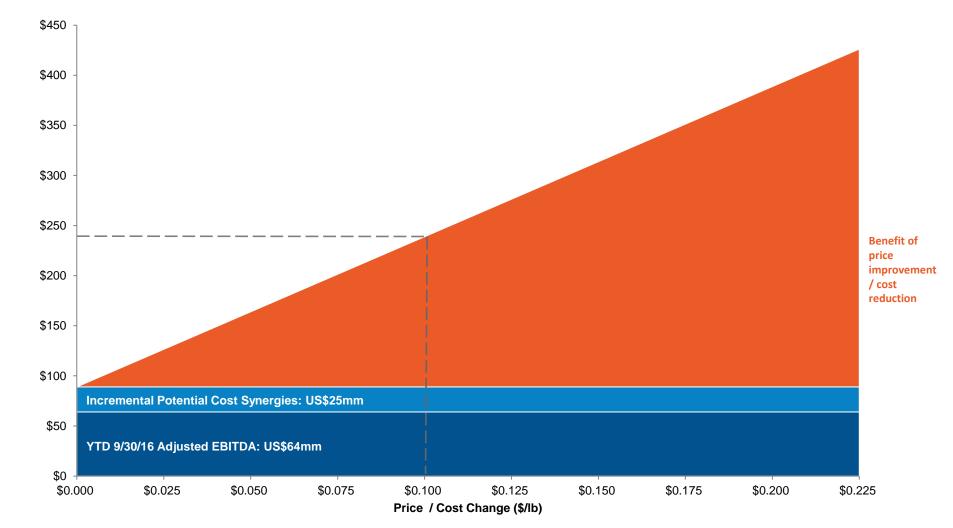
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### Detail of Market Prices Evolution in 2016 thru 1Q-2017



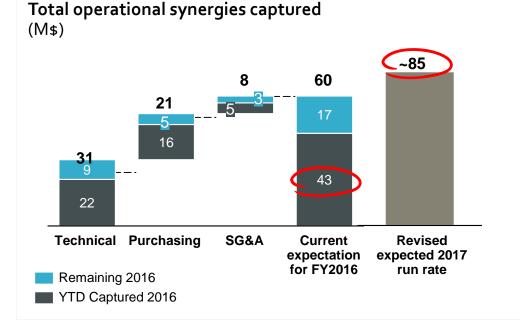
### ... Enhancing Ferroglobe's Upside to Expected Price Recovery



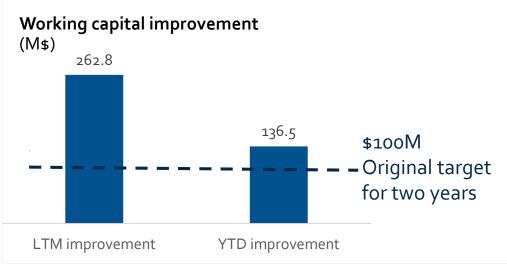


Note: EBITDA unadjusted for hydro sale. Sensitivity based on capacity of company plants not currently idled for silicon and silicon-based alloy production and excludes ferrosilicon capacity in Venezuela (96kt).

#### Strong progress on synergies: run-rate potential increased to \$85m



- Run-rate synergy potential updated: ~\$85 million
  - 33% above initial estimation of \$65 M
- Fast implementation:
  - 69% of total potential captured in first year
  - 50% of total potential already captured
- Synergies captured through a variety of initiatives in the technical, purchasing and SG&A areas



- Initial target of \$100M for two years, exceeded in 9 months
- \$83M captured through **specific A/R initiatives**:
  - DSO reduced from 53 to 43 days
  - Factored 20% of A/R
- \$33M of inventory reductions

### 2016 key performance indicators and overview

Key performance indicators	2016	2015	
Sales (\$m)	1,556	1,290	
Operating Profit (\$m)	-375.6	-22.8	
Profit Attributable to the Parent (\$m)	-338.4	-43.3	
Adjusted EBITDA (\$m)	70.5	294.8	
Adjusted EBITDA Margin	4.5%	14.4%	
Working capital (\$m)	368.4	553.6	
Free Cash Flow (\$m)	72.7	113.3	

### **Balance Sheet Summary**

	2016	2015
(\$M)		
Total Assets	2,019	2,391
Net Debt <sup>2</sup>	405	393
Book Equity	892	1,295
Net Debt <sup>1</sup> / Total Assets	20.1%	16.6%
Net Debt <sup>1</sup> / Capital <sup>2</sup>	31.2%	23.3%

1 Net Debt includes finance lease obligations

2 Capital is calculated as book equity plus net debt

### **Experienced Management and Operating Team**



#### Javier Lopez Madrid, Executive Chairman

- Formerly Executive Vice Chairman of Ferroglobe
- CEO of Grupo Villar Mir since 2002
- Vice-Chairman and CEO of Grupo FerroAtlántica since 1992
- Began career as investment banker in London with Schroders and Salomon Brothers



#### Pedro Larrea, Chief Executive Officer

- Chairman and CEO of Grupo FerroAtlántica since 2011
- Chairman and CEO of Endesa Latinoamerica, the biggest power company in Spain and Latin America
- Partner in charge of energy sector in PwC consulting division, and consultant at McKinsey & Company
- Previously member of various Boards of Directors of public companies listed in the U.S. (Enersis, Endesa Chile)
- Technical and business background: MSc in Mining and Energy, and MBA from INSEAD



#### Joe Ragan, Chief Financial Officer

- Chief Financial Officer of Globe Specialty Metals since 2013
- Previous roles include:
  - Chief Financial Officer of Boart Longyear
  - Chief Financial Officer of GTSI Corporation
  - Various international and domestic finance positions at PSEG, AES, and Deloitte
- Earned a BS in Accounting from The University of the State of New York, a Master's degree in Accounting from George Mason University



#### Alan Kestenbaum, Senior Advisor

- Over 25 years' experience in metals trading, distribution, finance and manufacturing
- Founded Globe Specialty Metals through the roll-up of global silicon assets and subsequently led Globe Specialty Metals through its IPO on the NASDAQ and several key acquisitions and divestitures including FerroAtlántica merger
- Founded leading international metals trader, Marco International, in 1985 and led its expansion into China and the former Soviet Union
- Began career in metals with Glencore and Philip Brothers in New York

# Strong Corporate Governance with an On-Going Commitment to Best Practices

