

# Creating Value by Providing a Pathway for Decarbonisation to our Customers

Investor Day Briefing 29 March 2022





# Acknowledgment of Country



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# Agenda

		Q&A	Presenter
8:00-9:00am	<ul> <li>Progress on Strategy</li> <li>Market trends in 2022 &amp; beyond and Sims' response</li> </ul>	15 mins	Alistair Field
9:00-9:45am	ESG	15 mins	Elise Gautier
9:45-10:00am	Morning Tea		
10:00-11:00am	101 Metal	15 mins	John Glyde
11:00am-11:45am	Fireside chat – Market conditions	20 mins	Ana Metelo Graeme Cameron
11:45am-12.30pm	Lunch		



# Agenda

		Q&A	Presenter
12.30pm-1:30pm	Deep Dive on SLS	30 mins	Ingrid Sinclair
1:30pm-2:30pm	Update on SRR	15 mins	Brendan McDonnell
2:30pm-2:45pm	Afternoon Tea		
2:45pm-3.45pm	Finance	15 mins	Stephen Mikkelsen
3:45pm-4:15pm	Q&A Wrap Up		Stephen Mikkelsen
4:15pm-5:15pm	Drinks		Management & Investors





### Alistair Field Group CEO & Managing Director





### **Strategy** Progress since 2019



# Create a world without waste to preserve our planet



# **Our Business Strategy is Enduring**



Grow core business and leverage synergies to expand into adjacent markets



### **Business Transformation Underway**

Organisational structure and leadership changes in place with early signs of improvement in effectiveness, efficiency, and culture

#### Transition from a regional to a functional organisation

- Delayering the organisation to improve line of sight
- Combined Buy and Sell
   activities
- Finance and Commercial shared services
- New operating model in place

- Reduced layers
- Reduced FTE in supporting functions
- Increased span of control<sup>2</sup>

#### Implementation of ERP

- Delayed by COVID
- Expected to be substantially completed in FY22.
   Subsequent work required will move to business-asusual expenditure



- Improved Communication and Purpose & Direction scores in employee survey<sup>1</sup>
- \$75 million in cost savings delivered in FY21vs FY19
- Improved end of lease terms on mobile plant
- Strategic procurement projects currently
   underway to benefit from global reach
- Faster business decision making enabling better buying terms
- Sustained run rate head count savings in supporting functions despite increased activity. This will allow FTE savings to be redeployed to growth areas of the business



### **Engaged Employees**

Maintained high levels of employee engagement despite COVID-19 disruption

#### **Engagement Score**







### **Employee Health & Safety**

Turned safety performance around and embedded a sustainable safety culture



Total Recordable Injury Frequency Rate (TRIFR)<sup>1</sup>

#### FY21 was Sims' safest year

### Fewest critical risk incidents, fewest injuries, and lowest injury rates on record

- Global Head of Employee Health & Safety (EHS) reports directly to the Chief Risk and Sustainability Officer
- Achieved consistent improvement in workplace safety, following implementation of a long-term strategic plan in FY19



### **Sims Metal**

#### **PROGRESS ACHIEVED BY 2022**

Feeder Yard Expansion	Acquisitions	Engineering & Technology	Logistics
<ul> <li>Artesian, Illinois FY19</li> <li>Odessa, Texas FY20</li> <li>Houston FY20</li> <li>New Bern, North Carolina FY21</li> <li>Fernley, Nevada FY21</li> <li>Minto, NSW FY21</li> <li>Redwood City FY21</li> <li>Ewing, Illinois FY22</li> <li>San Jose, California (pending permit)</li> </ul>	<ul> <li>Sims Pacific Metals FY19</li> <li>Morley FY19</li> <li>Alumisource FY21</li> <li>Atlantic Recycling Group FY22</li> <li>Recyclers Australia FY22</li> </ul>	<ul> <li>Ongoing initiatives include:</li> <li>Expansion of shredder capacity in ANZ</li> <li>Installation of shredder emission control systems</li> <li>Shredder downstream upgrades in Chesapeake, Virginia and Redwood City, California</li> <li>Electrification of static and semi static equipment</li> </ul>	<ul> <li>Initiatives in place to optimise logistical options to minimise cost of collection and delivery and meet suppliers and customers needs</li> <li>Pilots - hydrogen injection into diesel engines</li> <li>Usage of Electric vehicles</li> <li>Enlarged rail car and barge fleet</li> </ul>





### **Sims Metal**

#### **Retail Non-Ferrous**

#### **PROGRESS ACHIEVED BY 2022**

Buy Strategy	Engineering & Technology	Sales Strategy	Inorganic Opportunities
<ul> <li>Capex programme focused on scrap collection</li> <li>Maintained margin expansion discipline</li> <li>Restructured commercial function</li> </ul>	<ul> <li>Ongoing initiatives include:</li> <li>Installation of metal polishing and drying systems in the US, UK and Australia</li> <li>Expansion of cable preshredding and granulation capacity in US, UK and Australia</li> </ul>	<ul> <li>Ongoing initiatives include:</li> <li>Meeting customer demands for clean segregated Non-Ferrous</li> <li>Alignment with ESG targets of key customers</li> <li>Continued global diversification</li> </ul>	<ul> <li>Alumisource- a transformational acquisition:</li> <li>Placed us in a desirable segment of the market</li> <li>Enhanced our capabilities</li> <li>Several expansion opportunities identified</li> </ul>



### **Sims Metal**

#### On track to achieve 2025 targets despite volatile global scrap metal market

Challenging market conditions





### **Sims Resource Renewal**

#### On track to deliver on FY25 target

FY19	FY21	FY22	FY25
Pre-feasibility commenced · Statutory approval for the Rocklea pilot facility · Confirmed production of hydrogen at proposed Campbellfield facility · Queen impace	<ul> <li>Paused further work on Campbellfield facility due to Victorian Government's Waste- Energy Framework</li> </ul>	Target set in 2019Updated target290k ASR tonne/yearCapacity 120k ASR tonne/year	
	proposed Campbellfield facility	<ul> <li>Accelerated development of commercial facility in Queensland</li> <li>Queensland's floods impact</li> </ul>	Target was updated to reflect longer lead times and approvals



### **Sims Lifecycle Services**

Updated target to reflect changing market

#### Target set in 2019



- Divested low margin European Compliance Scheme Operations
- KPI metric evolved from Tonnes of Cloud Material to Repurposed Units reflecting the changing needs of the SLS' clients

#### **Updated target**



### FY19 to FY21 EBIT margin grew by approximately 2x to \$21.8 million



# **Sims Municipal Recycling**

## Strengthened the business through new contracts and JV; poised to innovate and scale up quickly

Progress before JV: New contracts	JV to accelerate innovation and expand operations into new markets in the US	Progress after JV: Structure and Strategy in place
<ul> <li>Non-ferrous processing system funded by Nespresso</li> <li>MRF operating contract in Palm Beach County, Florida - Seven-year term contract</li> <li>Two gold-level MRF Glass Certifications from the Glass Recycling Coalition</li> <li>Long-term contract with Pratt Industries for 100% of paper managed by SMR through the NYC curbside program. Benefits of this agreement include transfer of paper market risk to Pratt Industries and secure a fixed margin for SMR. Contract effective 1 January, 2022</li> <li>Selected to be contract MRF operator for Lee County, Florida. Final County approval on 1 February, 2022 and commencement date on 1 October, 2022. Five-year contract</li> </ul>	<ul> <li>Sale of 50.46% to a group of investors, including two of the Closed Loop Partners (CLP) investment funds representing Microsoft, Nestle, PepsiCo, Unilever, Dow, NOVA Chemicals and LyondellBasell</li> <li>Strong Strategic Rationale</li> <li>CLP's alignment with SMR's priority</li> <li>CLP brings the strategic management focus and expertise to more rapidly take SMR to the next level by expanding the materials accepted by SMR, optimising recycling accessibility across NYC, and significantly growing SMR's service areas across the United States</li> </ul>	<ul> <li>Directors appointed by Sims - Gretchen Johanns and Steve Skurnac</li> <li>Growth opportunities will be funded on a 50% debt and 50% equity basis</li> <li>Governance committee created</li> <li>Pepsi has funded \$75 million for PET recycling development</li> <li>Prioritisation of identified growth projects underway</li> </ul>



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# **Sims Energy**

Expected to meet first year production targets; multiple growth opportunities

#### JED Landfill Gas Plant

- Acquired in July 2021
- Orlando, Florida
- Gas Rights: 26 years plus 10 year extension
- PPA Term: 16 years remaining
- Current Production: 6.7 MW

#### **Growth Opportunities**

- Potential to increase capacity to 9.6MW
- Working with landfill owner to improve gas flows
- Site is capable of 20 MW of production
- Both Waste Connections and Orlando Utility Commission have additional landfills with gas management opportunities for Sims





### LMS Energy

# Strong growth in contracted biogas rights, carbon reserves and installed generation capacity

- Achieved strong growth in core landfill gas (LFG) business, strengthened market share and grew carbon reserves
- Continued focus on innovation to diversify electricity revenue, explore new biogas technologies and diversify feedstocks

#### Contracted biogas rights grew from 46 in 2019 to 58 sites in ANZ:

- Installed generation capacity increased from 62MW in 2019 to 75MW in 2021
- Electricity generation increased from 395,000MWh in 2019 to 525,000MWh in 2021

LGC<sup>1</sup> generation increased from 360,000 LGCs in 2019 to 475,000 LGCs in 2021

#### Expanded into NZ

Gas rights at 5 sites, including 4MW of landfill biogas to electricity capacity

#### Retained a secure feedstock position

Weighted average biogas contract of 20+ years and estimated biogas reserves of c. 200PJ

### Implemented innovation strategy

**Remained one of** 

 Supply a co-located data centre with behind the meter electricity at a Victorian LFG site

#### Strategic Investment in Helmont Energy acquired 50% interest

 A pioneering anaerobic digestion from agricultural waste company





# **Structural Market Tailwinds**



# **Structural Market Tailwinds**

#### Create strategic opportunities for Sims



Increased environmental concerns for our customers

More stringent environmental controls lift standards required to operate in the metal recycling industry



Electrification and energy transition to drive copper and aluminium prices higher





Global push for high quality metals



Growing demand for recycled copper and aluminum



Higher landfill costs driving an increased focus on waste management



Increased demand for recycled metal



Increased demand for cloud services



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### **More Stringent Environmental Controls**

Lift standards required to operate in the metal recycling industry



- Stricter environmental controls on emissions (mostly particles of dirt and dust) from shredders in the United States
- EPA in Victoria, Australia has introduced stockpile height limits for material management
- More stringent air quality controls in NZ fine particulate matter changed from PM10 to PM2.5
- In November 2021, the European Commission announced a proposal for new regulation restricting waste exports to non-OECD countries
- Import standards for import of recycled metals across Asian countries has been increasing



### Decarbonisation

Countries and companies rapidly commitment to lower or net zero emissions

#### COMPANIES<sup>1</sup>

"At least one fifth (21%) of the world's 2,000 largest public companies, representing sales of nearly \$14 trillion, now have net zero commitments."

#### **GOVERNMENT – NET ZERO TARGET STATUS<sup>2</sup>**

Percentage of total global GHG emissions across all nations



<sup>1</sup>Taking Stock: A global assessment of net zero targets. March 2021 Energy & Climate Intelligence Unit <sup>2</sup> Post-COP26 Snapshot. 25 November 2021 https://zerotracker.net/analysis/post-cop26-snapshot/









### **Circular Economy**

A circular economy is key to achieve net-zero targets

Moving to renewables can address 55 percent of global GHG emissions to meet the UN climate goals, it will be essential to address the remaining 45 percent that comes from manufacturing everyday products

Ellen Macarthur Foundation





### **Decarbonisation of the Metal Industry**

Using recycled metal is paramount to reduce carbon emissions

7% of global greenhouse emissions are produced by the global steel industry<sup>1</sup>

Steel produced from EAF emits 83% less CO2/tonne compared to BF-BOF<sup>2</sup> An electric arc furnace can be charged with **100%** steel scrap. A basic oxygen furnace can be charged with as much as **30%** scrap<sup>3</sup>

Recycling aluminium saves 97% of green house gas emissions produced in the primary production process<sup>4</sup>

Recycling copper requires **80% to 90%** less energy than primary production<sup>5</sup>



Source: <sup>1</sup> World Steel Association <sup>2</sup> Responsiblesteel.org <sup>3</sup> World Steel Association <sup>4</sup> Alupro <sup>5</sup> International Copper Association



### Aluminium

#### Will be a key beneficiary from the Energy Transition



### The metal of choice for the solar industry

Usage of Aluminium for various components, including mounting and framing solar PV panels and for reflectors in concentrating solar power systems



#### **Electrical vehicles**

Usage of Aluminium for housing the battery and motor



#### LME Aluminium Inventory<sup>1</sup> (mt)





### **Copper** Demand surge driven by Electric Vehicles





The demand for copper due to electric vehicles is expected to increase by 1,700 kilotons by 2027

Copper is a major component in EVs used in electric motors, bateries, inverters, wiring and in charging stations



### Copper

New supply is required to satisfy future demand, however global mine supply is expected to remain tight due to environmental concerns



Source: <sup>1</sup>Bloomberg, LME <sup>2</sup> Company reports, Bloomberg, Kallanish Global Copper Mine Supply<sup>2</sup> (000t)



 $\blacksquare$  Chile  $\blacksquare$  Peru  $\blacksquare$  Other Americas  $\blacksquare$  Africa  $\blacksquare$  Asia  $\blacksquare$  Other

#### Environmental concerns have led to bans to open-pit mines by governments

"The entire Honduran territory is declared free of open-pit mining (...) and the review, suspension and cancellation of environmental licenses, permits and concessions will proceed," Ministry of Energy, Resources, Honduras, 2022



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### China

# Environmental regulation expected to increase electric arc furnace (EAFs) production, and consequently higher scrap demand



Lifted ban on high quality recycled ferrous on 1 January 2021

	<b>2020</b> (million tonnes)	<b>2030</b> (million tonnes)	CAGR
Scrap Demand	248	343	+3.3%
EAF Production	80	162	+7.3%



### **Structural Changes in the United States**

As the industry continues its rapid transformation from BF to EAF technology, scrap metal has become a strategic asset and the driving force behind consolidation wave in the market

**13.8 million tonnes** of steel production capacity for new EAF projects, expected to be operational by 2024 in the US<sup>1</sup>









### **End of Life IT Assets**

There is rising demand for repurposing units due to significant carbon reduction benefits and growth of the cloud industry

- In FY21 there were estimated to be 85 million units suitable for repurposing in the cloud<sup>1</sup>
- Enterprise data storage is expected to grow 250% over the next 5 years<sup>1</sup>





<sup>1</sup> Source: International Data Corporation (IDC), Sims estimates. Calculation is based on SLS regions and excludes recycled units
 <sup>2</sup>A repurposed unit is any unit that re-enters the market by being resold or redeployed. It excludes units that are recycled or shredded
 <sup>3</sup>'Embodied carbon' means CO2 emitted from cradle-to-gate unit production including raw material extraction, transport, and manufacturing
 <sup>4</sup>'Recycling' means units processed to recover materials. 'Avoided carbon' from these activities is the carbon avoided from extraction of raw materials
 <sup>5</sup>Source: SLS Sustainability Calculator.



### **Increased Focus on Waste Management**

Reusing and recycling materials is essential to minimise greenhouse gas emissions

Solid waste landfills are the third-largest source of human related methane emissions in the United States

Sims estimates it will generate 1.6 million tonnes of ASR by 2025

Worldwide Projected Waste Generation (million tonnes per year)



Th America East Asia Pacific Europe and Central Asia

■ 2016 ■ 2030P ■ 2050P



### Well Positioned to Capitalise on Trends

#### Our capabilities and business strategy continue to match the accelerated tailwinds

#### **Competitive Advantages**

#### **Technology & People**

- Dedicated in-house engineering team
- Best-in-class shredding and non-ferrous metal separation technology
- Material Recovery Technology

#### **Market Position**

- International trading offices and agents in 15 different countries
- ~7% market share<sup>1</sup> of global seaborne ferrous scrap sales

#### **Financial Strength**

Public company with strong balance sheet

#### **Sustainability**

- Track record of compliance with environmental regulations
- ESG credentials enhances appeal to similar minded suppliers and customers (metals & cloud)

#### **Growth Strategy**

Grow core business and leverage synergies to expand into adjacent markets

- Expand metal volumes in favourable regions •
- Grow non-ferrous business .
- Enter resource renewal .
- Repurpose cloud infrastructure •
- Expand proven landfill energy business • overseas

#### Sustainability Strategy

- **Operate Responsibly** •
- Close the Loop
- Partner for change

#### •





1 World Steel Organisation; Internal Estimates

### **Market Leadership Position**

We are #1 and #2 in the markets we operate



### **Metal Business**

# We seek to deliver on the metal targets through a very targeted and disciplined growth strategy

Grow non-ferrous retail business in the US and expand metal volumes in favourable regions Ferrous

Strategic lens to identify organic and M&A growth opportunities

- · Coastal operations with export optionality
- Avoid hypercompetitive markets
- Markets supported by large metro populations
- Control of 'at source' material

#### Focus areas

- #1 US and ANZ
- #2 UK

#### **Non-Ferrous**

- Leveraging Alumisource acquisition to boost US volumes and scale up the business globally
   NFSR
- Improve metal yields


# Summary

### We are on track to achieve our targets

• Strong track record of execution and successful evolution

### We are future ready, now

• Transformed the business to capitalise on the accelerated decarbonisation opportunities

#### We are united by our common purpose

• All business units are poised to grow

### Our differentiated strategy is designed to unlock opportunities

- Underpinned by a portfolio of complementary businesses and a leading position in the core markets
- Grow the core business, and leverage synergies to expand into adjacent markets





# Questions & Answers





### **Elise Gautier** Chief Risk & Sustainability Officer



## **Our ESG Journey**

Positioning us well to support our stakeholders



# **The Value Sims Delivers**

Sims plays an integral role in decarbonisation

We are strategically positioned to capture growth from accelerating decarbonisation trends



### Our measurable impact on decarbonisation

- 8.6M tonnes of scrap metal for reuse in low-embodied emission processes and products recycled<sup>1</sup>
- 2.1M cloud units repurposed<sup>1</sup>
- 660,000 tonnes of municipal material recycled<sup>1</sup>
- Potential to reclaim 1M tonnes each year of waste into quality products
- >45M tonnes of carbon emissions reductions in the last 25 years

Helping customers reduce scope 1, 2 and 3 emissions and achieve zero waste



# **Latest Credentials**

### **Recognition for our ESG performance**



# Integrated Approach to Business Performance Growth strategy embedded in the sustainability strategy



### **Our Sustainability Strategy** Three pillars driving economic, environmental and social value





## **Sustainability Strategy: VIDEO**



# **Driving Accountability and Transparency** 2025 and beyond goals defined to measure success

OPERATE RESPONSIBLY	$\overline{\heartsuit}$	close the loop $\bigcirc$
1 Foster a safe work environment		5 Become carbon neutral by 2030 and achieve net zero by 2050
1.1 Total Recordable Injury Frequency Rate (TRIFR) $\leq 1$		5.1 Reduce Scope 1 and 2 emissions by 23% by FY25
1.2 Lost Time Injury Frequency Rate (LTIR) $\leq$ 0.10	ŏ	5.2 100% renewable electricity by 2025
1.3 Achieve and maintain a safety culture index in the survey top quartile	-	5.3 SLS carbon neutral (scope 1 & 2)
1.4 Eliminate critical safety risks, Critical Risk Incident Frequency Rate (CRIFR) ≤ 0.50		6 Achieve no waste to landfill
2 Close gender gap		Build resource renewal capacity to transform 120k tonnes of ASR per year into new
$_{2.1}$ 25% women in manager positions and above (Managers that sit at CEO-1 and		or products
CEO-2 in reporting structure)		7 Close materials loops further by expanding capacity and services
2.2 Reach 0% gender pay gap across Sims Limited		7.1 Close loops by expanding secondary metal volumes to 9,600k tonnes of Fe and
2.3 Achieve representation of women on the board $\geq$ 40%		7.2 Popurosso 8.5 million units
3 Develop a skilled and engage workforce		
3.1 Maintain an engaged and satisfied workforce as demonstrated by employee engagement survey results in the top quartile		<ul> <li>7.3 Expand municipal recycling coverage by 50%</li> <li>7.4 Capture methane from landfills outside Australia and New Zealand (50 Megawatt)</li> </ul>
3.2 Invest in education by increasing the number of available career development training programmes by 50% and promoting them		
3.3 Improve annual employee performance review process to align with Sims Limited's purpose; incorporate role competencies and skills development plan		FARINER FOR CHANGE
3.4 Ensure management incentive plan is consistent with sustainability goals		8 Build trusted relationships with our communities
4 Ensure transparency on how our business is conducted in an ethical manner		8.1 Establish at key sites a community index survey; track progress for continuous
4.1 Train all employees and agents on our Code of Conduct, anti-corruption and anti-bribery policies		8.2 Annually, invest 0.5% of three-year rolling pre-tax profits in programmes that support environmental stewardship and economic empowerment
4.2 Provide all employees with training on human rights, modern slavery and labour rights to raise awareness and help fight human rights violations		8.3 Dedicate paid employee time for community engagement/volunteerism activities
<ul> <li>Develop a supplier Code of Conduct and implement supply chain due</li> <li>4.3 diligence to identify and address high risk of human rights violations and unethical practices</li> </ul>	•	Create new business models that further the circular economy     Generate 10% of our EBIT from new business models and opportunities
		9.1 that enable the circular economy



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In-progress



Sustainability Ambition: Become carbon neutral by 2030 and achieve net zero by 2050



### **Accelerating Decarbonisation of Our Business**

Brought forward carbon neutrality target by 12 years



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## **Current Emissions Profile**

Net total emissions declined despite increased activity

CO2e (†)	Net total	Scope 1	Net Scope 2 $^1$	Tonnes of CO2e/\$1M revenue
FY20	152,154	78,592	73,562 🔺 19%	31.00†
FY21	146,655 \$3.6%	81,190	65,465 Rene	ewable 24.78†
			Ener	qy



### FY21 emissions profile - Source





# Pathway to Reaching 2025 Targets

Achievable through renewable electricity transition



By 2025 we will:

- Have shifted to renewable electricity wherever commercially feasible
- Accelerated delivery of fuel efficiency and substitution projects
- Have advanced our technology trials with the next generation of low emissions equipment

\*FY22 progress is net of acquisitions, divestments, and renewable electricity progress. No allowance for additional growth in this model

## **Our Roadmap to Carbon Neutrality**

Key Initiatives to decarbonisation



# **Significant Progress**

### Achieved in the transition to renewable energy and electrification

	Renewa	ble Energy		Electrification and Optimisation
	Sites with 100% renewable energy	Renewable energy consumption %	<ul> <li>Net scope 2 emissions</li> <li>Electrification of mobile plant and transit vehicle assets are due for replacement</li> <li>Shredder automation software tested in Westerr and Queensland improving efficiency and redu</li> </ul>	
FY21	30	19	65,465	energy consumption by 5%. Expected annual savings 289t CO2e
<b>FY22</b> <sup>1</sup>	45	30	58,865	Benefits of equipment electrification:
New sites in FY22 Claremont, US; Kwinana, Australia; Gustavsberg, Germany; Kilbeggan, Ireland; ten sites in New Zealand Sites with onsite installations – Milperra and Gillman, Australia; Sunset Park and Claremont, US Expect to complete the transition by 2025 In FY20 LMS installed a 350KW solar panels system in Gillman, SA, supplying 15% of its electricity needs. It is expected to reduce emissions by 237 tCO2e pa.		na, Australia; and; ten sites in	<ul> <li>Material handlers in Brooklyn, shears in Kwinana an Gillman, Australia. Savings of 71,600 litres of diesel A\$121k per year; reduction of 380t CO2e</li> </ul>	
		and Gillman, JS	<ul> <li>Electric crane and asset replacement in Richmond California. Savings of 41,200 gallons of diesel or US\$130k per year; reduction of 417t CO2e</li> </ul>	
		125 Tels system in City needs. It is CO2e pa.	<ul> <li>All electric trucks in San Jose, California. One Char will allow the vehicle to run for two full days of container-loading operations. Savings of 2,100 gal or US\$7K per year; reduction of 21t CO2e</li> </ul>	

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### Sustainability Ambition: Close Gender Gap



### **Increased Focus on Gender Diversity**

Resulted in earlier accomplishment of the board diversity target







### Sustainability Ambition: Foster a safe work environment



# **Safety Performance**

### Strategic safety focus driving reduction in critical incidents and injuries



Key initiative highlights:

- Analysed incident data collected in the last 10 years to identify and minimise risks and incidents likely to occur
- Implemented the company's first critical risk management program
- Conducted a company-wide EHS perception survey and benchmarked results against industry best practice
- Introduced and embedded EHS leading Indicator KPI programs into the business
- Rolled out a traffic management assessment programme, developed by third-party traffic experts
- Simplified and streamlined EHS standards and training modules
- Increased frequency of EHS communication
- Implemented EHS Recognition program







**OPERATIONS-LED EHS** 

**GENERAL INSPECTIONS** 

EFFECTIVENESS OF

CONTROLS

**CONTROL VERIFICATION &** 

CHALLENGE EXISTENCE AND



DASHBOARDS AND REPORTS PROVIDE VISIBILITY AND DRIVE ACCOUNTABILITY AND ACTIONS

Global Dashboard (OFFICE)

Silohal SRS

Group Offices

CRITICAL CONTROL VERIFICATION COMPLETION BY REGION

MONTHLY EHS COMMUNICATIONS USING PROACTIVE DATA SUPPORTS STANDARDIZATION OF PREFERRED CONTROLS



### Strong Commitment To Sustainability

- Carbon neutrality target brought forward by 12 years
- Achieved board diversity target ahead of schedule
- Continuous improvement driving strong safety performance
- Sims makes a measurable contribution to decarbonisation
- Achieved many milestones during our ESG journey and we have been recognised for it
- Our sustainability strategy drives growth across all our businesses



# Questions & Answers





### John Glyde Chief Operating Officer Metals





# METALS 101

- Overview of metal operations
- What differentiates Sims
- Why the quality as well as demand for scrap will increase
- How can Sims provide a pathway to decarbonisation for its customers
- How can Sims capitalise on this demand and create value



### **Metal Operations: VIDEO**



# **Metal Operations**



## **Global Footprint**



<sup>1</sup> HY22 Proprietary Intake Volumes; '000 tonnes

<sup>2</sup> Volumes represent 100% proprietary volumes recorded for SA Recycling

# **Diversified Supply Sources of Scrap**

Reduces risk, protects margins and ensures resilience of the business model





## Supported with Collection Infrastructure

To secure more scrap 'at source' higher up the value chain and ensure consistent supply of infeed material





## Demand for Scrap Metal is Accelerating...

Ferrous Scrap Metal - Global Supply and Demand





### ...Driven by Decarbonisation

# Expansion of EAFs and an increased use of scrap remain the preferred practical option





# ... and Demand for Higher Quality Scrap

The need for technologically enhanced obsolete scrap to meet decarbonisation targets has been publicly communicated by our customers



<sup>1</sup>Argusmedia website <u>https://www.argusmedia.com/en/news/2255671-nucor-to-build-new-3mn-styr-sheet-mill-in-us</u>

2 https://www.asx.com.au/asxpdf/20210921/pdf/450ppyv06d8lvl.pdf

3 https://www.recyclingtoday.com/article/quality-remains-key-for-steel-mills/



## Prime vs Obsolete Scrap

### Our capital investments are focused on processing obsolete scrap

### **Obsolete Scrap**

#### **Benefits:**

- Population driven diverse group of suppliers and widely available
- Our capital investment enables differentiation
- Zorba contribution supports higher margins

### Disadvantages:

- High residuals and waste content
- Currently trades at a discount to prime scrap

### **Prime Scrap**

#### **Benefits**:

- Higher quality and low residual
- Known chemistry
- Attracts premium pricing

#### **Disadvantages:**

- Limited group of suppliers and volumes
- No zorba contribution
- Low investment and barriers to entry
- Highly contested and often a closed market





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### **Obsolete Scrap**

Is needed to fill the supply gap, presenting opportunities to upgrade quality allowing access to new market segments



### Ferrous
#### The Opportunities for Sims

- Capitalise on demand driven by decarbonisation
- Extraction of non-ferrous, in particular residual copper and aluminium
- Potential to attract significantly higher
  pricing

#### Sims' Prime vs Obsolete Spread<sup>1</sup>

Midwest Region



The price gap between high-grade and low-grade scrap has been widening due to the tight supplydemand balance of high-grade scrap



#### Similar Opportunities in Non-Ferrous

Redirecting scrap from traditional secondary markets to primary markets leads to higher pricing



#### 'Postconsumer scrap is a key enabler towards a zerocarbon aluminium product. To grow in this area today, we focus across the recycling value chain, from sourcing to sorting, to working with customers to deliver so-called recycle-friendly alloys. We have ambitions to

double our postconsumer scrap usage by 2025'



Primary Aluminium, Secondary Aluminium





#### Hydro CIRCAL 75R

Hydro CIRCAL is a range of products made with recycled, post-consumer scrap. Through the use of recycled content, Hydro reduces energy use drastically while still being able to offer high-quality products



#### Seizing the Opportunity

Through operational innovation and R&D in emerging technologies – enhanced liberation, advanced separation, artificial intelligence, robotics and quality assurance





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## Summary

- Technology-driven metal operations access new attractive market segments
- Business model is underpinned by unrivalled capabilities that set us apart
- As the demand for scrap increases due to decarbonisation and the supply of prime scrap is limited, technological enhanced obsolete scrap is the only practical solution to fill the supply-demand gap
- Our capital investments focus on processing obsolete scrap and capturing attractive opportunities – higher revenues in ferrous and non-ferrous from higher volumes, extraction of non-ferrous and higher pricing
- We seek to capitalise on the opportunities through operational innovation and R&D in emerging technologies





#### Questions & Answers





#### Fireside Chat Markets Conditions



#### **Fireside Chat**





**Ana Metelo** Group Director, Investor Relations Graeme Cameron Global Head of Trading





## Questions & Answers





#### Ingrid Sinclair Global President, Sims Lifecycle Services



# Deep Dive on SLS



# Our Journey

## **SLS Video**





#### **Data Centres**





#### **Types of Data Centers**

#### Cloud data centers

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In this off-premises form of a data center, data & applications are hosted by a cloud services provider such as Amazon Web Services (AWS), Microsoft (Azure), or IBM Cloud or other public cloud provider.



#### Enterprise data centers

These are built, owned, & operated by companies & are optimized for their end users. Most often the are housed on the corporate campus.



#### **Colocation data centers**

In colocation ("colo") data centers, a company rents space owned by others & located off premises. The colocation center hosts the infrastructure, building, cooling, bandwidth, security, etc., while the company provides & manages the components, including servers, storage & firewalls.



#### What's Important to Data Centers?









## Server Rack

Made of steel

350 lbs.



73.5 Inches





## Server

30 – 40 servers per rack

<u>Storage servers</u> store data like Netflix movies

Processing servers manage data like artificial intelligence





#### Motherboard





#### Motherboard

#### Connects...









Memory







Executes instructions, performs calculations, and coordinates input/output operations





One or two processors per server



## Memory (DIMM)

Gives applications a place to store and access data on a short-term basis

4 – 8 DIMMs per motherboard



Memory



#### **Hard Drives**

Core data warehouse, where all software and user data are stored.



Mechanical Drive (HDD)

- Spinning Platter
- Less expensive per GB.
- Older Technology
- Slow and energy intensive



Solid State Drive (SSD)

- No moving parts
- More expensive per GB.
- Future
- Fast and energy efficient



## Also in rack



#### Switch

Allows data to enter from one source, and then directs it to a specific device

per rack





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## Also in rack





PDU (Power Distribution Unit)





## Why Data Centres?



#### Large market potential

In 2021 there were estimated to be 85 million units suitable for repurposing the cloud

Enterprise Data centre HDD & SSD install estimate

2.



Source: International Data Corporation (IDC), Sims estimates. Calculation is based on SLS regions and excludes recycled units. A repurposed unit is any unit that re-enters the market by being resold or redeployed. It excludes units that are recycled or shredded.





## SLS Growth Strategy



## Global Leader in Circular Cloud Solutions

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**Global** Consistent Compliant Comprehensive Sustainable Circular Reuse Redeploy Reengineer Recycle

Cloud Servers Networking Storage



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#### Pillars of Growth





#### **Demonstrated growth**

Growing and scaling the business profitably

Consecutive earnings growth over three years



Significant Underlying EBIT advancement in HY22 vs HY21 resulting in 46% growth primarily due to market share gains

Good result despite challenging market conditions in HY22 with supply chain constraints limiting the release of cloud material


### **FY22 Expansion**

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#### Growth expected to continue

Targeting 300% growth in repurposed units over the next four years

Repurposed Units (millions)<sup>1</sup>

10

8

FY25 Forecast



1. A repurposed unit is any unit that re-enters the market by being resold or redeployed. It excludes units that are recycled or shredded.

FY21

### **Growth Delivery & Execution**

#### Operational Readiness

- Dedicated experienced team
- New services and locations

Technical Development

- Industry knowledge
   and leadership
- Operational solutions

#### Innovation

- Innovation with a growth mindset
- Delivery through a structured approach



#### Our Ability to Scale and Pivot: SLS Site



## **30 Days Later:** Rack ready for key client





# SLS market position



#### **Diversified earnings**

Underlying EBIT by Client – FY22 Estimated





#### **Repurposing represents 70% of revenue**

Revenue by Category – YTD FY22



Service Recycling Other



### Why SLS is best in market

Strong competitive advantages to continue to demonstrate growth





### A secure partner

#### Selecting a secure partner is the most critical step for any IT Asset Manager

A large global bank received a US\$60 million Consequences of not selecting a secure fine, a class action lawsuit and brand damage partner can be severe, for example: from an irreputable ITAD provider SLS is: SLS created a guide to develop an effective RFP Certified & Insured Audited **RFP Template for** IT Asset Disposition ment Tracking Process Driven Without data infractions

### **Global service**

Strategically posifioned to optimize owned sites near clients and subcontractors for far-reach areas

- Seamless services in-country
- Strategic locations mixed between owned sites and subcontractors
- Alignment with clients' locations



### Integrated service

Full-service provider for data centres, enterprises and manufacturers on a global scale



### Linked to larger Sims Group





### Public cloud hyperscalers

Have ambitious sustainability goals and SLS can contribute to their achievement

	CO2 Reduction	Waste Reduction	Other
Microsoft	Carbon negative by 2030	<ul> <li>"Zero Waste" by 2030</li> </ul>	<ul> <li>There is also interest in a number of other sustainability areas:</li> <li>Governance</li> <li>Human Rights and Modern Slavery</li> <li>Health &amp; Safety</li> <li>Environment</li> <li>Socioeconomic advancement and empowerment</li> <li>Social and economic justice driven by diversity, equity and inclusion</li> </ul>
Google	<ul> <li>Carbon neutral since 2007</li> <li>50% emission reduction by 2030</li> </ul>	<ul> <li>"Zero Waste" certification</li> </ul>	
Amazon	<ul> <li>Net zero by 2040</li> </ul>	<ul> <li>Driving towards zero additional packaging</li> </ul>	



### Sustainability is a competitive advantage

SLS offers unique sustainability offerings to clients that create a competitive advantage

#### **SLS Service Provision**



Provision of bespoke reporting to enable client achievement of targets and meet company wide sustainability goals



Agile and strategic processing locations: Reduced freight movements Secure and short distance to client



Sustainability calculator: Positive environmental contributions from reusing and recycling IT equipment



Low emissions freight: SmartWay Partner Optimisation projects





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### Conclusion

#### SLS has:

- Demonstrated consecutive earnings growth over three years
- Transformed the business to repurposing
- Strong competitive advantages
- Proven its ability to scale

#### SLS will continue to grow

- Targeting 300% growth in repurposed units over the next four years
- Clear growth strategy and plan
- Robust delivery and execution
- Large market potential and fast paced growth





### Questions & Answers





#### Brendan McDonnell Group Chief Technology Officer



### **Closing the loop**

#### Achieving Sims Purpose

- Delivering a leading circular business model
- Innovative technology to transform Sims waste and other hard to treat waste streams, into new useful products

#### Enabling a circular economy





#### Our Journey Evolution and Progression

- Plasma gasification technology of best fit with input material and ongoing market flexibility
- Progressively evolve to a completely circular mode
  - Building blocks of plastics
  - Adaptable to decarbonisation



### What is ASR and plasma gasification?

Waste we currently send to landfill and how we'll transform it



- 1 million tonnes of ASR generated annually
- Decarbonisation will increase demand for scrap and will produce more ASR
- Decreasing landfill capacity
- Upward pressure on ASR disposal costs, including environment levy



- Plasma torch transforms materials back to basic elements at +1,100 degrees
- Produces Synthesis gas or Syngas
- Syngas currently produced from natural gas with various applications / derivatives used globally
- Sims syngas doesn't have legacy of carbon intensity



### Sims Residue Conversion Technology<sup>1</sup>

#### What it is and why are we developing

- Our proprietary plasma gasification technology
- Flexible technology that enables product creation to be tailored to market needs
- Ability to apply R&D and innovation to technology as advances are made
- Safe and proven process that meets European emissions standards
- Opportunity to work with partners on other hard to treat waste streams as appropriate



#### **Our Product Pathways**

#### Different products for different markets

- First commercial facility in Australia:
  - Hydrogen mainly for transportation
  - Carbon dioxide for the food
     and beverage industry
  - Glass-like product used to create aggregates for construction
- R&D activities will also be undertaken - including direct syngas to olefins
- As we enter international markets we will look to expand to methanol, ethanol and olefins



#### **Potential End Products**





Commercial Carbon Dioxide - mainly for the food and beverage sector.



Raw Syngas - uses include plastics manufacturing.



Methanol - uses include plastics manufacturing.



Olefins - uses include plastics manufacturing.



### Input and Output Flow Chart

Flexible end product options





### **Unique Product; Premium Price**

#### Life Cycle Assessment preliminary results - low LCA hydrogen product

#### LCA GHG impact of $\rm H_2$

- Conducting a desktop "cradle to gate" life cycle greenhouse gas (GHG) emission assessment (LCA) of our proposed resource renewal facility and the corresponding hydrogen product
- Preliminary results are positive, indicating that Sims hydrogen's LCA greenhouse gas emissions impact appears to be comparatively towards the lower end of a typical solar powered electrolyser based hydrogen facility
- Sims Hydrogen is a unique product because of both the low LCA and use of feedstock (ASR) that would otherwise have gone to landfill
- We will prove up results as we finalise the LCA and go through further design



### **Our Programme**

Our step-by-step pathway

Phase 1				
<b>Demo Plant</b> - Develop proprietary Residue Conversion Technology	Phase 2			
- Fabrication Underway - Completion Q4 2022	<ul> <li>North America Large-Scale Facility</li> <li>Build commercial plant with downstream to produce the building blocks of plastic</li> <li>Larger scale</li> <li>Incorporate R&amp;D learnings through new technology</li> </ul>	Phase 3		
Australia Facility 2 (QLD) - Build commercial plant to produce Hydrogen & CO2		Remaining sites - Replicate US business model - Address all remaining sites including US, Australia, UK - Incorporate R&D learnings through new technology		
Australia Facility 1 (VIC) - Leverage existing gasification technology to enter market early - On hold				
<b>R&amp;D</b> - Syngas to Olefins - Solid carbon from CO2				



### Campbellfield/VIC project



#### Victorian Waste to Energy Framework

- Paused further work on Campbellfield facility to minimize further investment until greater certainty of regulatory and licensing process available
  - Regulatory framework anticipated 2nd half of 2022
  - Expect to apply for licence in second half 2022
  - Deployment of Proprietary RCT Technology





### **QLD/Rocklea Demo Plant**

#### Construction, Delivery and Testing

- All major fabrication works underway, including Sims Residue Conversion vessel and supporting systems
- Tender issued for Civil work design with planned commencement March 2022
- Completion in Q4 calendar 2022
- Testing to run for 12 months:
  - Validate Sims RCT will produce highquality syngas and saleable vitrified product
  - Assist with understanding impacts in ASR variation on syngas and vitrified product properties
  - Syngas can be made available for olefin catalyst and other research projects



### **QLD Commercial Plant**

#### Design, approval and construction

- Accelerated focus on developing QLD commercial facility
- Assessment of several sites
- Project completion 36 months to 42 months from site selection
- Design and regulatory approvals run in parallel





### **QLD Commercial Plant**

#### **Revenue base and Returns**



- Based on a 60,000tpa of ASR feedstock, we anticipate producing 4,400tpa of high purity Hydrogen, 80,000tpa of high purity CO2 and 40,000tpa of vitrified product
- Diverse revenue streams
- Speed to market
- Continue to optimise plant design for capex, opex, revenue and emissions
- Replacement of natural gas derived fuels and products with recycled products to drive demand
- Projects to meet internal financial hurdle rates



### Partnerships and R&D

#### Creating additional value through collaboration

- Leveraging the strengths and expertise of partners creates additional value
- Commenced discussions with various potential partners:
  - Programme and Project participation
  - Off-taking Hydrogen, CO2, Vitrified product
  - Supplying essential inputs such as Oxygen and Electricity
  - Carrying out and or funding our R&D
- Existing partnership with leading Australian University, RMIT
- Potential research streams include syngas to olefins and commercial CO2 utilisation





#### Programme Rollout Across the globe

#### First phase

- Establish gasification and facility delivery capability
- Successful demonstration and commercialization of Sims Residue Conversion Technology (RCT) in Australia
- Programme cash flow positive after 2<sup>nd</sup> Plant

#### Second phase (3-5 year duration)

- Acceptance of Sims RCT in North America
- Deliver main North America Facility
- Incorporate R&D learnings and full circularity

#### Third phase

- Acceptance of Sims RCT in UK
- Deliver remaining facilities





#### **Growth Led by Purpose**

Growing revenue, managing risk and delivering value for society and the environment



Low risk approach to delivery over next 7 years. Clear focus on success with a progressive (not exponential) expansion of sites and operations. Option to expand using partnerships where appropriate to accelerate a proven solution.





### Questions & Answers





### Finance





#### Stephen Mikkelsen Group Chief Financial Officer


### **Key Profit Drivers**

### Trading margins in percentage terms relatively steady through the cycle

#### **Key Drivers**

• Sims' key earnings drivers centre around sales volumes, sale price per tonne, trading margin percentage and operating costs to process material.

#### **Trading Margin**

- Trading margin is the spread between the cost of acquiring raw materials, including freight, and the sales price for processed saleable material (ferrous and non-ferrous secondary metals).
- Trading margin in percentage terms tends to be more stable than in per tonne terms through the cycle and commodity price fluctuations.

- All costs incurred to process raw materials into saleable secondary metal commodities including SG&A and corporate overheads.
- These expenses are broken down further in the group statutory accounts as Employee benefits, Repairs and Maintenance, and Other Expenses.

Group P&L (A\$m)	FY17	FY18	FY19	FY20	FY21	HY22
Sales Revenue	5,079	6,448	6,640	4,909	5,916	4,265
Raw Materials & Freight	-3,743	-4,953	-5,117	-3,680	-4,428	-3,342
Trading Margin	1,336	1,495	1,523	1,229	1,488	923
Operating Costs <sup>1</sup>	-1,140	-1,219	-1,274	-1,067	-1,129	-718
JV Income	38	85	57	17	168	136
Underlying EBITDA	292	392	363	145	580	462
D&A	-112	-117	-133	-203	-193	-101
Underlying EBIT	180	275	230	-58	387	362
Trading Margin	26.3%	23.2%	22.9%	25.0%	25.2%	21.6%
EBITDA Margin	5.7%	6.1%	5.5%	3.0%	9.8%	10.8%
EBIT Margin	3.5%	4.3%	3.5%	-1.2%	6.5%	8.5%



### Trading Margins & Operating Costs Metal Recycling

#### **Trading Margin**

- Margin in percentage terms typically steady through the cycle.
- Steady margins reflect the value added through material processing and trading activities within the value chain, which tends to be stable through rising and falling commodity prices.
- When more value is added to the ferrous and nonferrous materials processed, through shredding, shearing and sorting, the wider trading margins and greater share of the value chain is captured.

- Operating costs are a mixed of fixed and variable expenses, with circa 70% of total costs generally fixed.
- Employee benefit expenses comprise the largest portion of operating costs, at approximately 50% of the total.
- Repair and Maintenance, Fuel and Power, Waste removal, and SG&A represent the balance of key expense items in the metals recycling business.



Metal Recycling	FY17	FY18	FY19	FY20	FY21	HY22
Sales Revenue	3,889	4,881	5,117	3,857	4,762	3,557
Trading Margin	908	1047	1,077	841	1,072	763
Operating Costs	-615	-709	-737	-688	-617	-506
Underlying EBITDA	280	337	341	155	454	353
D&A	-95	-99	-113	-175	-168	-87
Underlying EBIT	187	237	227	-20	287	266
Trading Margin	23.3%	21.5%	21.0%	21.8%	22.5%	21.5%
EBITDA Margin	7.2%	6.9%	6.7%	4.0%	9.5%	9.9%
EBIT Margin	4.8%	4.9%	4.4%	-0.5%	6.0%	7.5%



### Trading Margins & Operating Costs North America Metals

#### **Trading Margin**

- Margin in percentage terms have remained steady through the past five-year cycle, including the most recent HY22 period.
- Margin retention, relative to increasing commodity selling prices, has driven sharply stronger trading margin in absolute dollar terms, which in turn have helped lift EBITDA to the highest levels since 2008.
- Local market distinguishing features impacting trading margin include Sims' competitive advantage through exclusive access to deep water export facilities. These ports generate high levels of volume throughput, which often includes processed dealer volumes, maximising facility utilisation rates, albeit at lower trading margins.

- The North America Metals business shares similar cost drivers as the other metal recycling businesses.
- Unique local market drivers include the high throughput of the export facilities, which act to dilute the operating cost of the overall business in per tonne terms.



North America Metals	FY17	FY18	FY19	FY20	FY21	HY22
Sales Revenue	1,984	2,607	2,726	2,062	2,670	1,997
Trading Margin	472	572	575	457	569	422
Operating Costs	-336	-411	-413	-403	-342	-283
Underlying EBITDA	124	160	163	55	226	190
D&A	-54	-55	-63	-94	-89	-47
Underlying EBIT	71	105	100	-39	137	142
Trading Margin	23.8%	21.9%	21.1%	22.2%	21.3%	21.1%
EBITDA Margin	6.3%	6.1%	6.0%	2.7%	8.5%	9.5%
EBIT Margin	3.6%	4.0%	3.7%	-1.9%	5.1%	7.1%



### Trading Margins & Operating Costs ANZ Metals

#### **Trading Margin**

- Margin in percentage terms have remained steady through the past five-year cycle, including the most recent HY22 period.
- ANZ Metals higher trading margins relative to other regions reflect the businesses greater proportion of processing and metal recovery, including downstream non-ferrous shredder recovery, in the total sales mix.
- Primary processing and shredding facilities are also complemented by extensive feeder yard networks which collect unprocessed materials direct from source.

- The ANZ Metals business also shares similar cost drivers as the other metal recycling businesses.
- Unique local market drivers include a higher proportion of shredding and downstream metal recovery activities relative to total volumes, which in turn is reflected in higher processing costs per tonne than other operating regions.



ANZ Metals	FY17	FY18	FY19	FY20	FY21	HY22
Sales Revenue	981	1,071	1,204	925	1,099	816
Trading Margin	257	298	313	260	313	225
Operating Costs	-155	-172	-175	-156	-157	-134
Underlying EBITDA	102	126	138	104	157	121
D&A	-29	-29	-31	-53	-53	-27
Underlying EBIT	74	97	107	51	104	95
Trading Margin	26.2%	27.9%	26.0%	28.1%	28.5%	27.6%
EBITDA Margin	10.4%	11.8%	11.5%	11.2%	14.3%	14.8%
EBIT Margin	7.5%	9.1%	8.9%	5.5%	9.5%	11.6%



# Trading Margins & Operating Costs

#### **Trading Margin**

- Margin in percentage terms have been somewhat steady through the past five-year cycle.
- Slightly greater volatility in margins in part reflects local dynamics of short-sea export markets.
- UK Metals trading margins have averaged slightly lower than the other metal recycling regions, driven largely by strong competitive dynamics in the local market.

- The UK Metals business again shares similar cost drivers as the other metal recycling businesses.
- Sims has access to four dedicated deep water export facilities similar to the North America Metals business, located in Avonmouth (Bristol), Newport (Wales), Sheerness (Southeast England), and Hull. These ports are utilised to both reduce operating costs and raise throughput volumes from other metal recyclers.



UK Metals	FY17	FY18	FY19	FY20	FY21	HY22
Sales Revenue	924	1,203	1,187	870	993	744
Trading Margin	179	177	188	124	190	116
Operating Costs	-124	-126	-149	-129	-118	-89
Underlying EBITDA	54	51	40	-4	71	42
D&A	-12	-15	-19	-28	-26	-13
Underlying EBIT	42	35	20	-32	46	29
Trading Margin	19.4%	14.7%	15.8%	14.3%	19.1%	15.6%
EBITDA Margin	5.8%	4.2%	3.4%	-0.5%	7.2%	5.6%
EBIT Margin	4.5%	2.9%	1.7%	-3.7%	4.6%	3.9%



### **Revenue Composition**

### 1/3<sup>rd</sup> of revenues from non-ferrous metals

- Despite total non-ferrous metals accounting for less than 10% of sales volumes, in revenue terms, nonferrous accounts for nearly 1/3rd of sales for the metals recycling business.
- Aluminium and Copper, in various grades and categories, represent most of the non-ferrous metals sold.
- Non-ferrous shredder recovery (NSFR) includes a range of metals which, unless further processed, fall into the category grades of 'Zorba' or 'Zurik', (largely aluminium & stainless steel respectively)
- NFSR is reported in ferrous metals.
- Sims' meaningful exposure to copper and aluminium metals gives the business attractive exposure to recent increasing commodity prices in the short-term, and long-term benefits from increased use of metal required to enable lower carbon emission technology.



Non-Ferrous Retail



### **Inflationary Impacts**

### Positive: Strong commodity tailwinds, partially offset by cost headwinds

#### Tailwinds

- Higher commodity prices for ferrous and nonferrous metals, combined with a relatively stable trading margin percentage, is likely to drive strong absolute trading margins.
- Higher primary metal prices provides opportunities to further process scrap, thereby capturing higher margins.
- Lower relative costs for secondary vs primary metal production is likely to drive increased demand for scrap.

#### Headwinds

- Meaningful upward pressure on labour costs as well as tight availability for labour.
- Freight cost volatility.
  - Ship availability
  - Bunker fuel price
- Increased fuel costs.
- Higher costs and longer lead times for equipment.



### **Balance Sheet**

### Working capital requirements tightly aligned to commodity prices

- Cash investment into working capital is tightly aligned to the price of ferrous and non-ferrous metal, with average revenue / tonne, largely mirroring changes in raw material intake costs.
- Inventory held often largely tied to a committed sale but is awaiting shipment.
- Sims' supplier payment terms are generally shorter than customer payment terms, with prompt payment for many smaller suppliers.
- Accounts payables are partially related to nontrade expenses, not tied to commodities, and therefore do not fluctuate as much with metal prices.
- Accounts receivables are largely tied to trade receivables and move with metal prices.



Revenue / tonne (RHS)



### **Balance Sheet**

### Working capital relative to sales is more stable through the cycle

- In absolute terms, working capital requirements move with commodity prices.
- In relative terms through the cycle, average working capital<sup>1</sup> has remained relatively steady at 7% to 9% of revenues.
- Factors which may impact requirements include domestic / export sales mix and shipping issues such as availability of containers and bulk ships.



Average Monthly Working Capital as % of Revenue



### **Balance Sheet**

### Target net cash balance of A\$100 million

- Target of \$100 million net cash, represents conservative cash management bias in a commodity exposed business.
- Targeted net cash will be modified for short term fluctuations driven by commodity price movements and the correlated change in working capital:
  - Fall in commodity prices = target higher
  - Rise in commodity prices = target lower
- Excess surplus cash has been:
  - Invested in value adding growth capex and acquisitions
  - More recently used to fund working capital increases from higher commodity prices
  - Returned to shareholders





### **Capital Expenditure**

### Disciplined and appropriate capital expenditure program

- FY22 has seen a pick-up in the rate of capital spend post-COVID as activity levels return to normal.
- Going forward, sustaining capital expenditure is expected to approximate depreciation (excl. right of use assets) at ~\$120m to \$130m pa.
- Mobile plant will be owned rather than leased to improve capital efficiency.
- Additional capital expenditure will be required for environmental projects in line with Sims' EH&S commitments.
- For SRR, the existing project (demonstration plant) will be funded through to conclusion of this stage.
- Growth capex requires a 15% post tax IRR.



\* Growth Capex excluding acquisitions. FY23 forecast growth capex anticipated, but not included.



# **Recycling Capital**

Prudent capital management through a range of funding alternatives

#### Case Study: SMR

- Identified as having returns below IRR hurdle
- Good strategic opportunities but execution
   difficult due to required management focus
- Partner identified to sell 50.5% stake for approximately US\$45.4 million
- Proceeds recycled to substantially fund acquisitions of Recyclers Australia and ARG

#### **Case Study: SLS European Operations**

- Identified as having stable but gradually declining returns below IRR hurdle
- Limited strategic opportunities
- Management focus disproportionate to better opportunities available in the cloud
- Sold for €83.5 million
- Proceeds recycled to growth capex





### **Capital Management**

### Capital management aligned to shareholder value

#### **Summary of Priorities**

- 1. Target \$100 million net cash excluding significant changes in working capital attributable to commodity price movements.
- 2. Invest in growth capex and acquisitions that deliver shareholder value through a minimum 15% IRR.
- 3. Surplus cash distributed through a combination of dividends and on market buy backs taking into account conditions at that time and shareholder feedback. HY22 cash distribution is a good example:
  - 50% of Underlying net profit distributed; via
  - 30% partially franked divided; and
  - 20% on market buy back:
    - 1H22: 4.1 million shares @ \$13.79
    - 2H22: 2.8 million shares @ \$19.09
    - Total: 6.9 million shares @ \$15.96
- SA Recycling, LMS and Sims Energy funded through JV Balance Sheet



# **SA Recycling Today**

125 Facilities

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2.3 million tonnes Intake Volumes in HY22<sup>1</sup>



23 Shredders



Operations in 15 States



2.2 Sales Volumes in HY22<sup>1</sup>



+3000 employees





<sup>1</sup> SAR volumes 100%

### SAR's rapid growth since 2017

Successful acquisition integration

<ul> <li>DMW Metals Re</li> <li>Tennessee Valle</li> <li>American Meta</li> <li>The Scrap Yard</li> </ul>	cycling ey Recycling I Recycling	<ul> <li>Alter Trading</li> <li>Georgia Rec</li> <li>Ideal Metals</li> </ul>	yclers & Salvage	<ul> <li>PSC Metals</li> <li>Pirkle</li> <li>Southern Recycling</li> <li>Metro</li> <li>Metals USA</li> <li>Capital Scrap Metals</li> </ul>	al
2017	2018	2019	2020	2021	
	<ul> <li>United Recycling o</li> <li>Marietta Recycling</li> <li>Colonial Metals</li> <li>IMS Recycling Serv</li> </ul>	Morrow	<ul> <li>Southern Sc</li> <li>Steel City R</li> <li>Phoenix Me</li> <li>Central Me</li> </ul>	crap ecycling Hal Trading Hals	



### **M&A Integration**

### Long track record of creating value through successful M&A integration

- 125 years' management experience operating in the United States scrap metal market
- Experienced Board
- Strong internal processes, from due diligence to integration, run by an experienced team
- Results driven culture entrepreneurial and inclusive
- Clear strategic rationale:
  - Consolidation: Primarily bolt-on acquisitions focused in areas of highly concentrated
     SA Recycling operations
  - Strategic & Complementary: Increase presence in existing SA Recycling regions
  - New Markets: Large regional expansions into new markets





### **SAR - Volume and Revenue**



Export vs Domestic





Non-Ferrous Retail



### **SA Recycling's Business Priorities**



- Integration of acquisitions closed in HY22
- Enhance presence in existing footprint
- Investment in technology and infrastructure
- Further downstream investment to produce mill ready products, semi-finished products, or reduce dependency on intermediary

consumers



# **Key Summary**

- Trading margins in percentage terms are relatively steady through the cycle.
  - % margin is a more reliable method of viewing earnings
- One third of revenues are generated from **non-ferrous metals** 
  - Meaningful exposure to copper and aluminium provides earnings upside following recent commodity price increases
  - Long term benefits from increased use of non-ferrous metals to enable carbon-reducing technologies
- Inflation, including benefits from higher metal prices, can be a net positive
  - Commodity tailwinds offset cost pressures
- Working capital requirements are a direct reflection of commodity prices
- Disciplined capital expenditure program
- Capital management aligned with shareholder value





### Questions & Answers





### Alistair Field Group CEO & Managing Director



# **Outlook Remains Strong**

#### 3Q22 performance tracking in line with 2Q22, underpinned by strong prices and demand

- EBIT momentum has, to date, continued into 3Q22. Intake levels remain solid benefitting from strengthened non-ferrous and ferrous commodity prices in March
- SA Recycling's acquisition of PSC Metals will commence full contribution in 2H FY22
- We continue to closely manage the impacts of freight cost volatility as well as increased fuel prices and are actively seeking medium term efficiency gains to offset inflation pressures

#### **Macro-trends**

- Ongoing or announced stimulus spending will increase demand for metal intensive infrastructure spending and drive retail consumption. Post consumption scrap will also increase. Positive for metal recycling (both ferrous and non-ferrous)
- Global decarbonisation of steel making, and electricity generation industries will drive demand for recycled metal
- The fundamental drivers of the cloud infrastructure recycling remain positive over the medium term. Cloud material shortage is expected to ease in early 2023 and cloud repurposing to return to rapid growth
- As always, there are risks to the materialisation of these positive drivers, particularly in relation to the global uncertainty from geopolitical risks, which have intensified in March. We remain vigilant to macro-economic factors, and the unpredictability of how COVID may evolve





### Questions & Answers





















