

## **Capital Markets Day** 2025

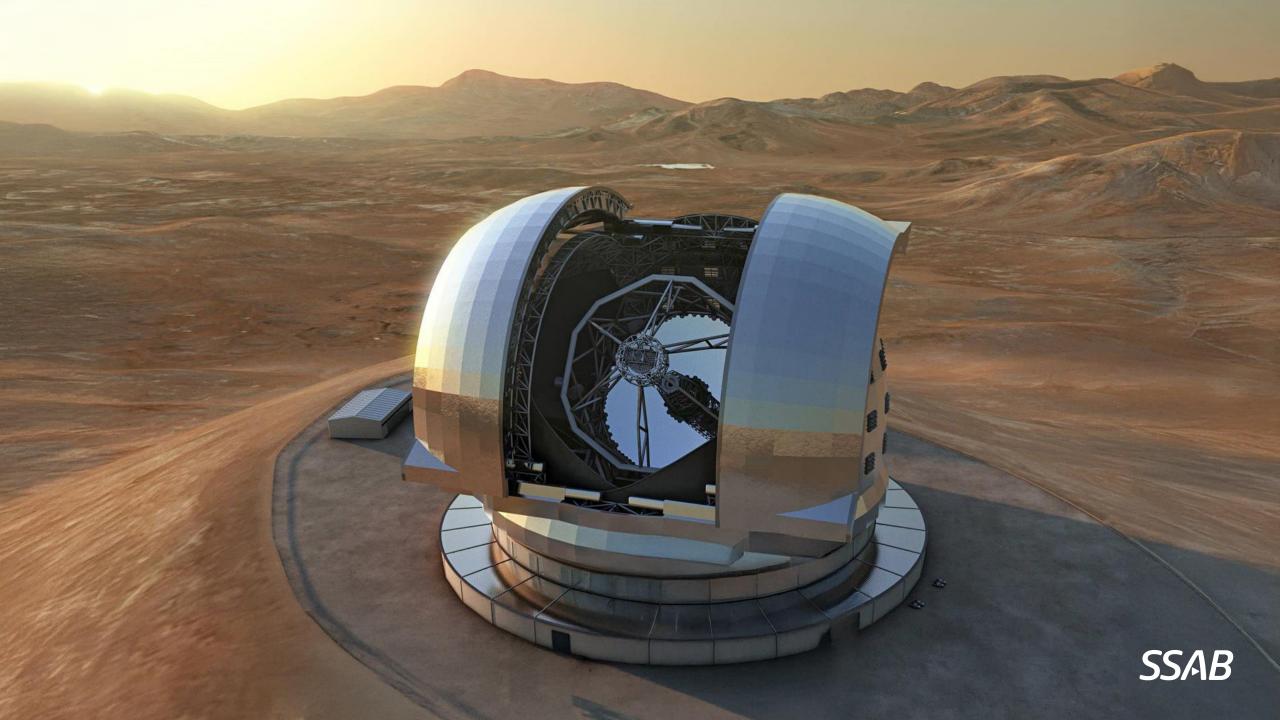
08.50	Moderator Helena Norrman, Head of Group Communications
	Johnny Sjöström, President & CEO
09.40	Per Elfgren, Head of SSAB Special Steels
10.05	Tony Harris, Head of SSAB Europe
10.30	Coffee break
10.45	Chuck Schmitt, Head of SSAB Americas
11.05	Fredrik Haglund, President Tibnor
11.25	Sami Eronen, President Ruukki Construction
11.45	Q&A
12.00	Lunch
12.45	Carl Orrling, CTO & Head of Transformation Office
13.05	Leena Craelius, CFO
13.25	Summary and Q&A
13.45	Presentation program ends



Capital Markets Day 2025

Johnny Sjöström President & CEO





# 1. SSAB in a strong position

### Consistent strategy has built our strong position

Diversification in terms of products and geographies



1970s – 1990s

Major restructuring

1870s - 1970s

Commercial steel

Three independent steel companies

Steel crisis; SSAB formed 1978

First Q&T line in Oxelösund and introduction of Hardox (1970s) 2000 - 2015

#### International expansion

North American footprint & Merger with Rautaruukki

Hardox produced with scrap in EAF's

Downstream expansion: Processing centers, Hardox wearparts 2015 - 2025

#### Specialization

Docol 1700MpA

– steel now competitive
vs aluminum in Automotive

World's first fossil-free steel

Commercializing decarbonized steels with SSAB Zero

2025 – onwards

#### Accelerating premium leadership

**Deliver superior customer value...** 

More advanced steel grades

Increased customization and value-add solutions

Decarbonized steels

...while improving our cost position with EAF's and mini-mill



### SSAB with leading position across all divisions

SSAB Special Steels

30%

market share wear steels
- Global leader in Q&T

SSAB
Americas

## 1

rated by customers vs.
other US peers last 5 years

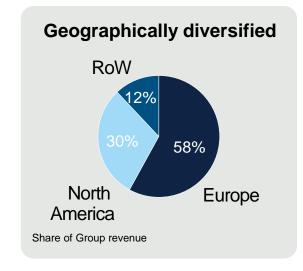
SSAB Europe

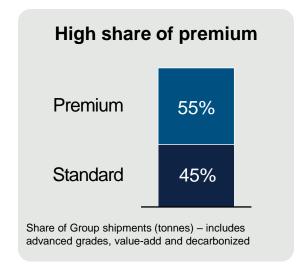
48%

of volumes
advanced steel grades Tibnor & Ruukki Construction

25%

market share Nordics





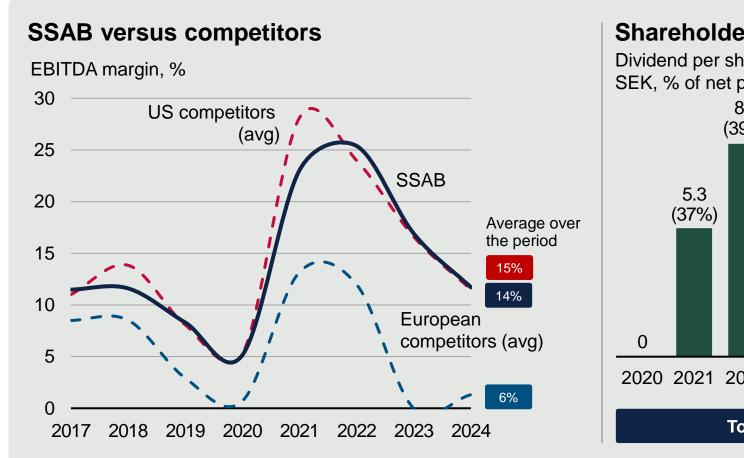
Strong financials

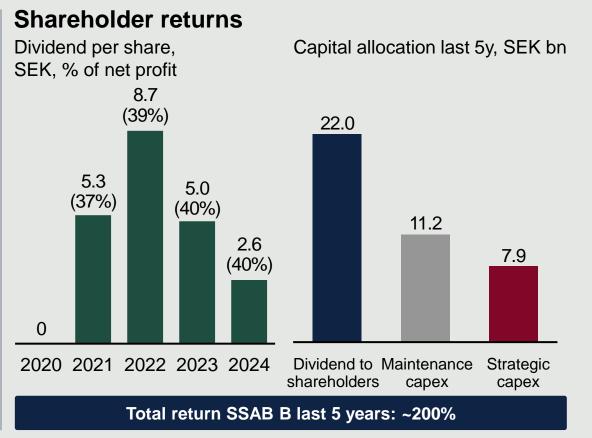
SEK 11bn

Net cash (Q3 2025)



### Industry-leading profitability and shareholder returns





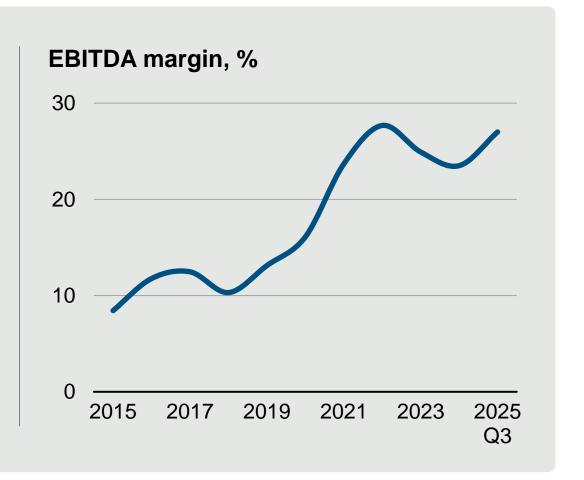


#### **SSAB Special Steels**

### Global leader in Q&T with high profitability and low volatility



- Global leader in Q&T
   (Quenced & Tempered steels) with > 30% market share in wear steels
- Unique sales model addressing the global market incl. small and midsize customers
- World leading products
   with significant customer
   value



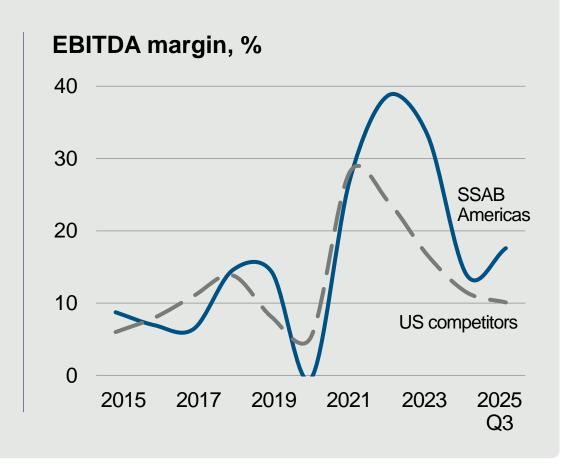


#### **SSAB** Americas

### Low-cost operations with high earnings



- Quality leader in US plate
- Cost leadership with modern EAF set-up
- Close proximity to major customers and raw materials
- High, but volatile earnings





#### SSAB Europe

### Outperforming peers through mix shift and downstream channels



- Outperforming peers +4p.p.
   EBITDA margin on average
- 48% of sales advanced steel grades through successful expansion in Automotive AHSS
- Nordic market share 45% reaching fragmented customer base through Tibnor and Ruukki
- Current investments repositioning SSAB Europe towards more premium offering with higher and more stable earnings





## Subsidiaries strengthen SSAB Europe's position

Reaching smaller/mid-size customers, supporting market share and margins



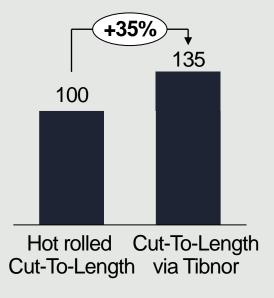
Leader in Nordic distribution, established competitive cost position

Volumes processed via Tibnor



**25**% of SSAB's shipments to Nordic market

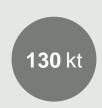
Gross profit per ton
Indexed Cut To Length = 100



**LUUKKI** 

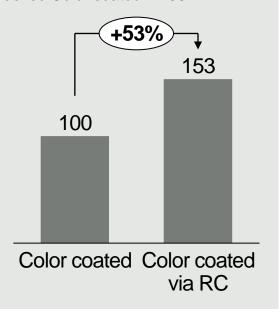
Restructured to construction product business in core markets

Volumes processed via Ruukki



~40% of SSAB's color coated shipments

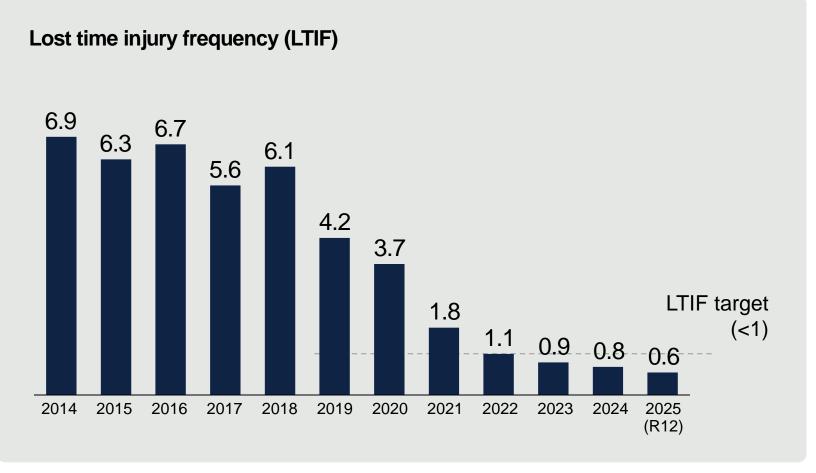
Gross profit per ton
Indexed Color coated = 100





### Improving our operational performance

- Long-term work in safety yielding results, testament of operational excellence
- Continuous improvements,
   efficiency targets broken down to units and shift teams
- Focus on key areas:
  - Production stability
  - Capacity utilization
  - Delivery performance



Lost time injury frequency (LTIF) relates to the number of injuries reported in an absence of more than one day per million hours worked.



# 2. Global market conditions are changing

### Global market conditions are changing

Adoption of advanced high-strength steels

- Strong growth outlook for more advanced steel grades
- Main drivers automotive (EVs), transport sector, mechanical equipment...

Overcapacity and increased regionalization

- Political movement regionalization in US
  - Tariffs and "Made in America"
- Regionalization on the EU agenda
  - Safeguards

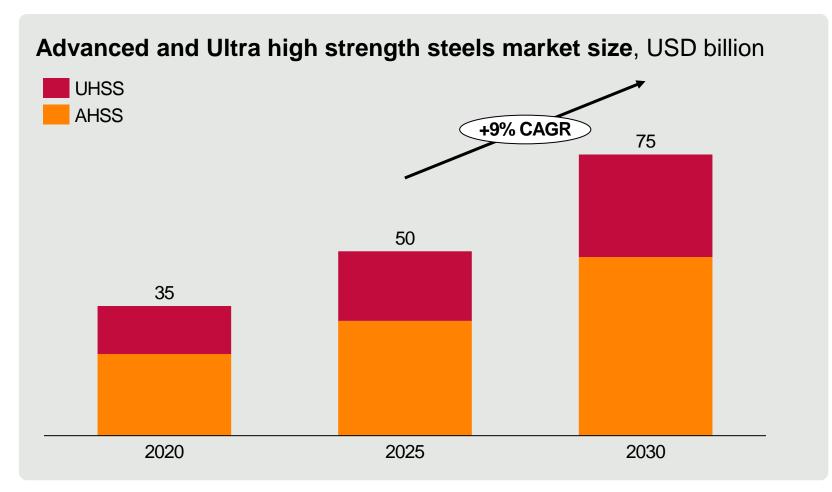
EU CO<sub>2</sub> agenda

- EU Fit for 55 still high on Commission's agenda
- Free allocation phase out (and CBAM phase in) starting in 2026





### Clear customer demand for more high-strength steels

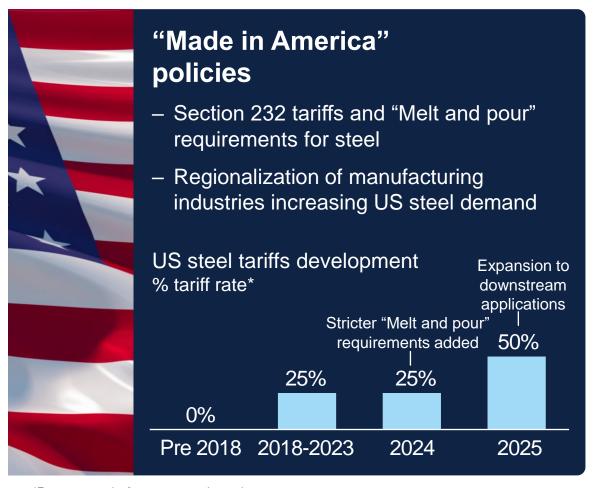




Source: Based on Advanced and Ultra High Strength Steel Market research reports



# Increased regionalization in both US and EU as a response to global overcapacity







<sup>\*</sup>For most countries/imports – exceptions exists

# 3. Accelerating premium leadership

# SSAB's business strategy to accelerate premium leadership

**Advanced steel grades Accelerating** Value-add premium services & solutions **leadership Decarbonized steels** 

Focus on world class products with superior properties, tolerances and/or quality that other competitors do not offer

Provide availability, processing, and solutions that optimize the value chain and deliver unique customer value

Offer leading steels with a superior sustainability footprint that contribute to customer decarbonization goals

SSAB

# We have many advanced steel grades in our portfolio already today – examples



Corrosion resistance Hardox HiAce®

Extends equipment life in corrosive wear environments up to 2.7 times compared to standard AR450

Reduces repair & downtime costs



Martensitic steel Docol®

Combines tensile strength with good ductility (up to 1700 MPa)

Can replace aluminum at similar weight at up to 50% lower cost



Protective steel Armox®

Hardness up to 600 HBW and yield strength above 1500 MPa

Enables up to 50% weight reduction without loss of protection



Structural steel Strenx®

Guaranteed yield strength all the way up to 1300 MPa

Significant performance increase with weight savings up to 30% compared to mild steel (S355)



# Value-add services already part of our business – examples



Laser Hardening LaserTool

Laser hardening with minimal distortion

Precision control ensures consistent depth and quality, longer lifetime and less scrap



Roofing safety Pisko Safeline

Fall arrest cable system for walkways and ladders

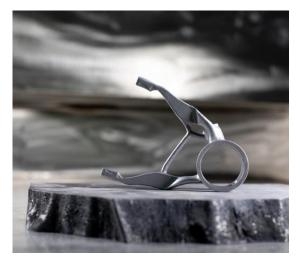
Creates safe access routes without perforating waterproofing



Customization Tibnor

Complex requirements met by tailored steel products

Multiple customization services such as figure cutting, bending and drilling



3D printing Additive Manufacturing

Weld-free geometries with superior durability

Prints parts on demand for lightweight, high-strength components



# SSAB is the leader in market driven decarbonization initiatives – examples



Decarbonized steel SSAB Fossil-free™ steel

Made using fossil-free sponge iron based on HYBRIT® technology, and fossil-free energy

Target less than 0.05 kg CO2e/kg steel in Scope 1 and 2, and for iron ore upstream Scope 3, of the GHG Protocol



Decarbonized steel SSAB Zero™

High quality end products are made with SSAB Zero<sup>™</sup> – using recycled steel and fossil-free energy – without compromising on performance

Less than 0.05 kg CO2e/kg steel in Scope 1 and 2 of the GHG Protocol



World's first near-zero emissions steel

SSAB is the world's first steel company to meet near-zero emissions steel thresholds (IEA guidelines as used by FMC)\*

Integrating hydrogen-reduced sponge iron based on HYBRIT® technology into SSAB Zero™ production process



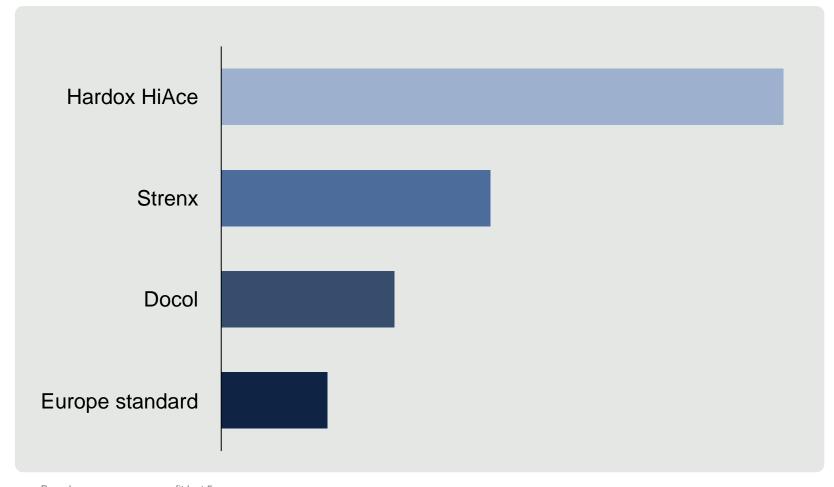
Hydrogen-reduced sponge iron based on HYBRIT® technology

New patented product with close to 100% metallization rate

Significantly higher value-in-use in EAF steelmaking compared to NG-HBI



# Clear profitability difference for advanced steel grades versus standard steel





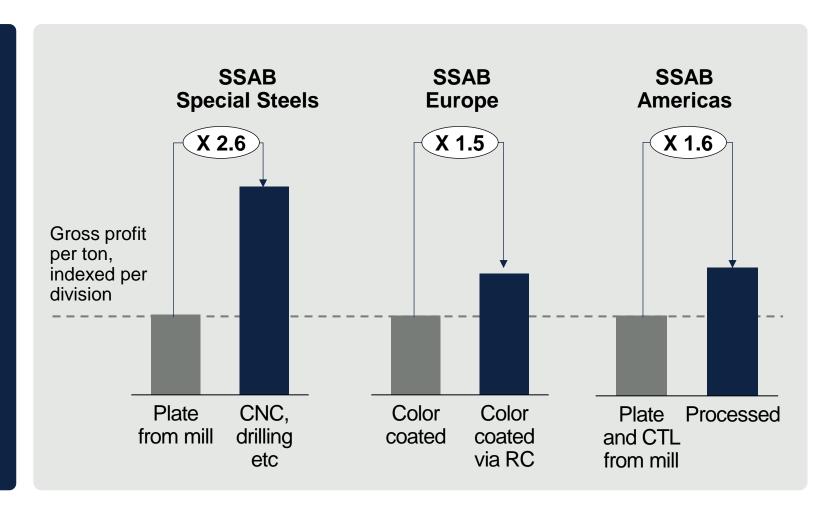
Based on average gross profit last 5 years

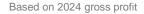


# Value-add services integral part of our go-to-market model...

### ...while also improving profitability per tonne

- Local presence and customization enables us to serve the local market directly (and not via service centers)
- Long-term relationships and services strengthen customer retention
- Backbone of Special
   Steels sales model, and an enabler for SSAB Europe's strong Nordic presence through Tibnor and Ruukki





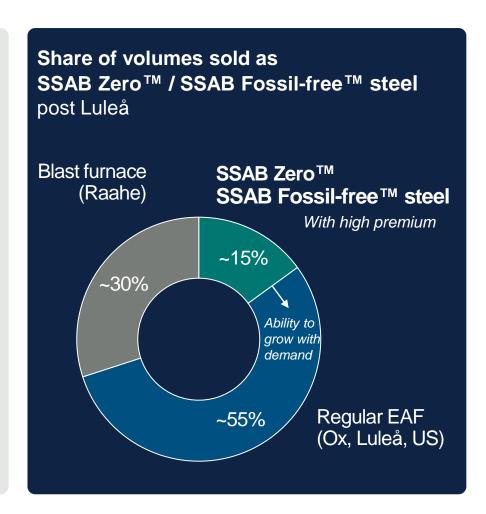


### Premium potential for SSAB's decarbonized offering

#### **Tangible customer value**

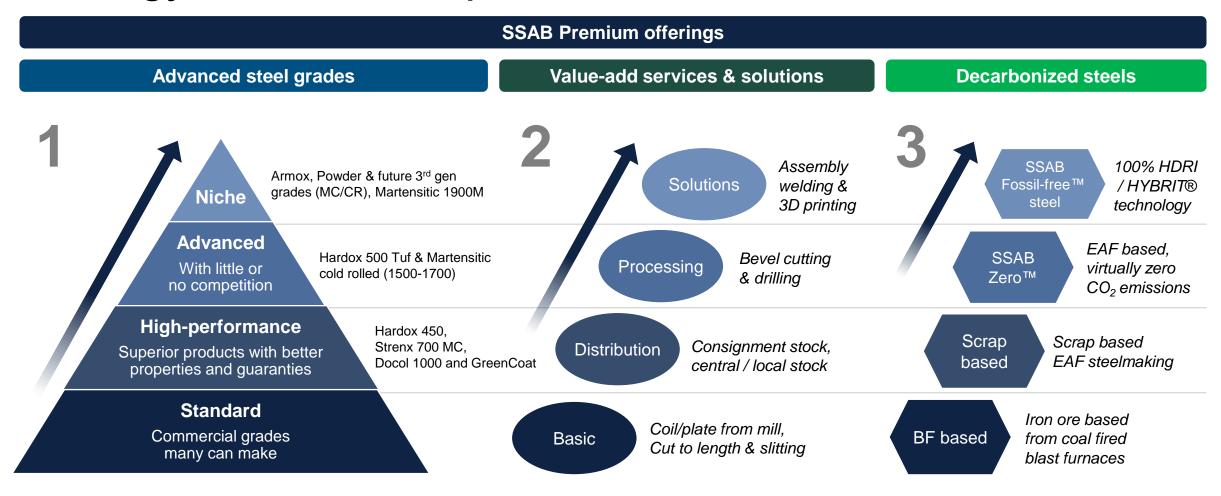
- Enabling end-product premium for many customers
- Decarbonized materials a 'ticket to play' in many tender processes
- Reaching set climate objectives important for customers' stakeholders
- Enabling green financing
- Sustainability position important for employees and talent retainment
- Avoided penalties for not meeting CO<sub>2</sub> requirements, or receive upsides/bonuses

Our experience indicate a premium value of **200-300 EUR/t** steel for e.g. an automotive or construction customer in the European market



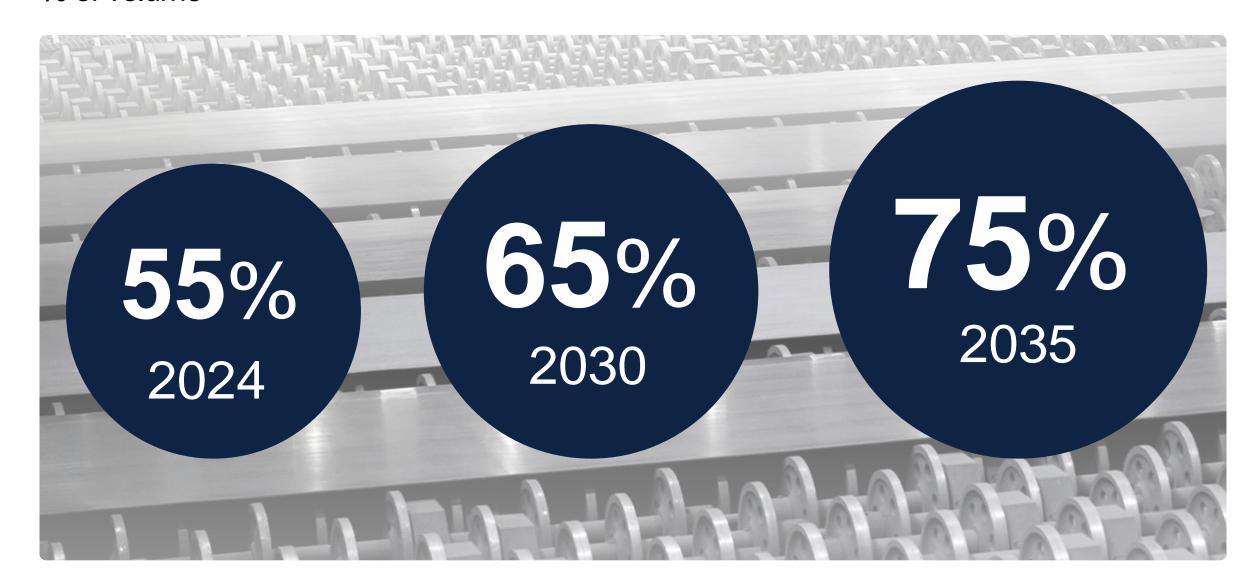


### Strategy to create unique value to SSAB's customers





# Target to reach >75% premium offering share % of volume



### Strategic investment areas next 5 years





Continue growth trajectory of SSAB's most profitable and least volatile products

Gradually expand sales of most advanced grades

- New Q&T lines

- Tempering capacity



Advanced cold rolled and coated products

Reduce sales of standard material and enhance uniqueness of business

Become a more complete supplier to core markets and customer segments



Downstream distribution and processing

**Expand value add** to tap into additional profit pools

Reduce volatility of business by targeting a more fragmented customer base



Modernization and efficiency

Replace hot strip mill in Borlänge with Luleå direct rolling

Reduced transportation needs, energy costs and improved production efficiency

SEK ~16 billion - Luleå hot rolling



Decarbonization and cost avoidance

Moving from primary (BF/BOF) to **secondary steelmaking (EAF)** 

Reduced cost of CO<sub>2</sub>, shift of fixed cost to variable, and green premiums

SEK ~6 billion\* SEK ~18 billion SEK ~3 billion\* SEK ~16 billion

- Luleå cold-mill complex
- Downstream capabilities
- Some M&A

SEK ~15 billion

- Oxelösund EAF
- Luleå EAFs

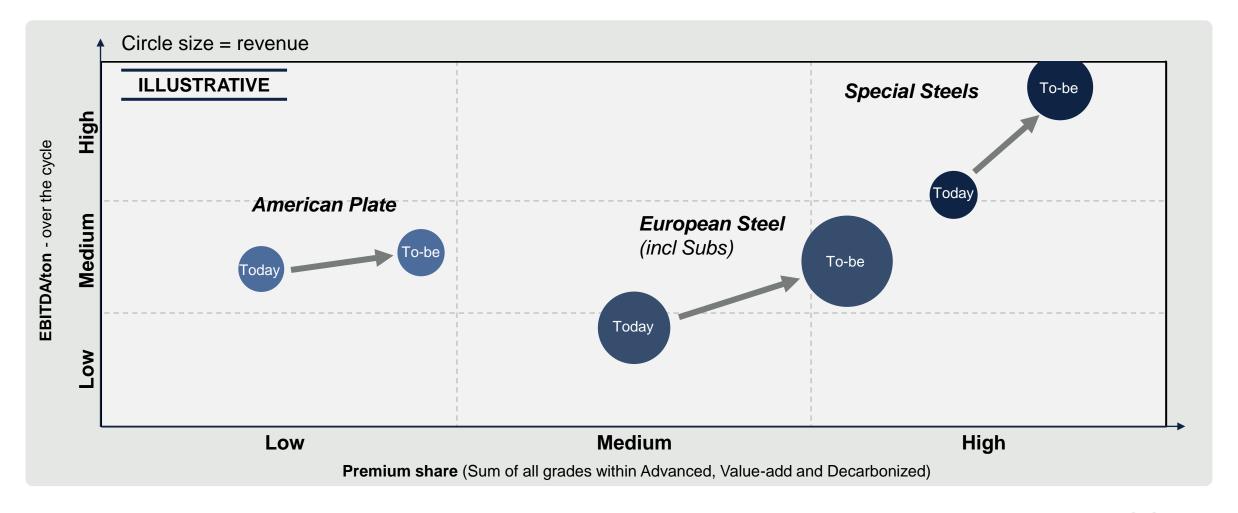


### Nordic transformation

- On-going investment in Luleå of EUR 4.5bn in new mini-mill
- Oxelösund EAF investment on-going (SEK 6.2bn), as well as power line investment (SEK 2bn). (Groundworks and preparations completed in 2022 and 2023, SEK 1.3bn)
- Technical blueprint for Raahe adjusted to an "Oxelösund-like" solution, leveraging Raahe existing downstream assets
  - Transforming Raahe hot-end to EAF technology still planned with current CO<sub>2</sub> regulations
  - Timing of investments dependent on raw material access, SSAB's financial capacity and overall market situation



# Strategy designed to strengthen SSAB's profitability and resilience





### Summary

- SSAB is a world leading steel company
  - All Divisions performing better than peers with potential to strengthen profitability and resilience over the business cycle
- Macro trends moving in our direction
  - Lightweighting, productivity, regionalization, and sustainability
- Strategy to accelerate premium leadership and deliver superior returns
  - Advanced steel grades, value-add services and solutions and decarbonized steels
- Balanced investment strategy
  - Q&T and AHSS expansion, services, cost efficiency and CO<sub>2</sub> reductions





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## SSAB Special Steels

Per Elfgren Head of SSAB Special Steels



# SSAB Special Steels business model is built for resilience



+4,100
Professionals

+130
Countries with sales

+90
Local stocks

+15,000
Customers

~29

SEK bn in sales 2024

5-8%

CAGR over time

100%

Premium products

#### **Key segments**



Trailer & body builders



Raw material handling



Yellow goods



Lifting



Recycling



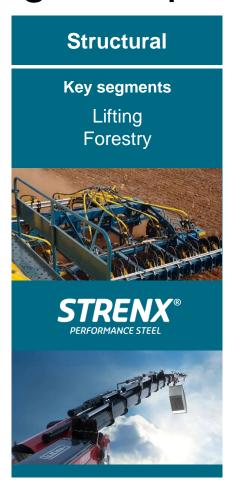
Protection

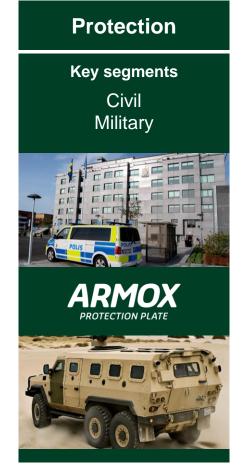
SSAB

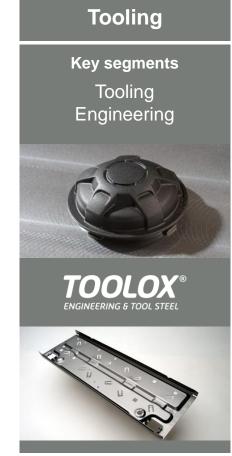
#### Strategy

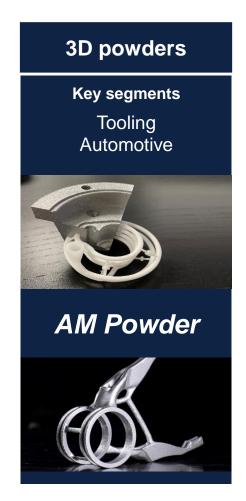
### World-leading steel products













Strategy

### Our unique products add significant value to our customers

Case 1

Ultra light tipper and body upgraded to Hardox 500 Tuf and Strenx 960



#### Solution scope

Create an ultra-light tipper chassi replacing \$700 MC with Strenx 960 MC Plus and in the body Hardox 500 Tuf replaced Hardox 450

-310

kg less weight, increasing payload and productivity

**x2** 

Service life vs. previous solution -4,700

Liters fuel reduction over its service life

Case 2

Waste container upgraded to Hardox HiAce



#### **Solution scope**

Wear resistant waste container with corrosion resistant properties -35%

Less weight = payload +1.1 ton

**-50**%

Less welding and no stiffeners

x2.7

Service life vs. stainless steel

SSAB

## SSAB Protection – superior properties, wide product range in both defense and civil application areas



- World leading portfolio of protection steels
  - widest product range, superior properties
- **Armox**® serves **different** applications and customer segments
- **Tailored, fit-for-purpose solutions** across a wide range of protection applications, fulfilling the highest standards
- **Demand is steadily increasing** long-term growth both in defense and civil applications
- **Production** in **Europe** and in the **US**
- Strict export control regulations



#### Market outlook 🄰 Strat

# History of successully upgrading our customers to stronger and lighter – keeping competition behind us



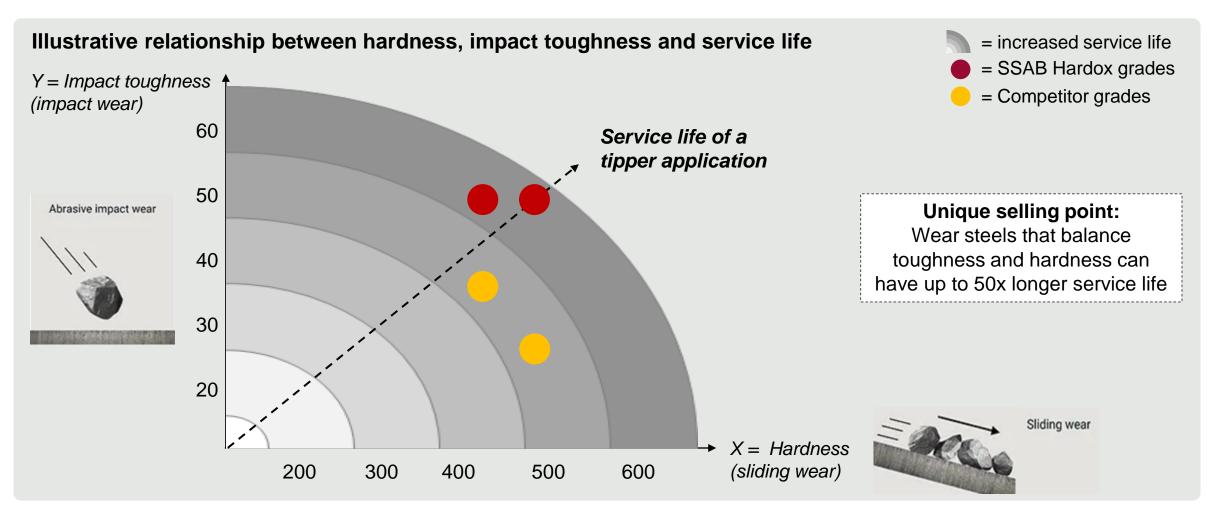






Steel grade used	Hardox 400 700 Material	Hardox 400 Hardox 450	Hardox 450 Hardox 500TUF (introd)	Hardox 500TUF
Design concept	Classic box shape	U-shape being introduced	U-shape	U-shape Arc shape
Material thickness	8-10 mm	5-8 mm	4-7 mm	3-6 mm
Solution weight	4.5 t	3 t	2.7 t	2.3 t







#### Solid business model delivers stable earnings



Serving multiple segments



Global presence >130 countries and >90 local stocks



Majority being small to mid-sized customers (>15,000)



Own sales and distribution incl. local technical support



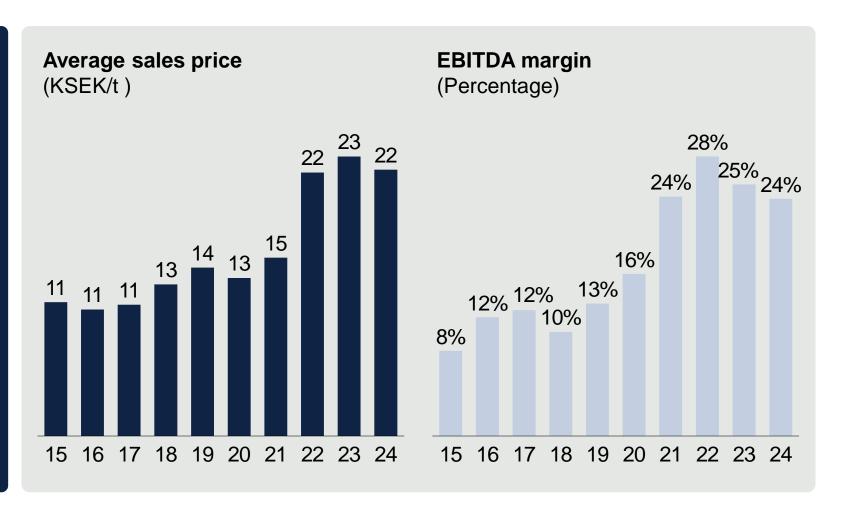
Globally recognized brand programs and networks

Significantly less impacted by potential downturn in specific segments or geographies



## Our strategy has resulted in a step-change in profitability

- Price effect driven by market climate and mix improvement (mainly mix in recent years as index prices have gone down)
- Unique products such as Hardox 500 Tuf and Armox have supported growth
- Solid position for leveraging a potential market rebound e.g. in Europe





### Structural demand growth for stronger and lighter steel





**Electrical vehicles & automation:** Lightweighting

**Deeper exploration**: durable and resilient

Sustainability: demand for a more recycled world



**Heavy Transport** 

**Productivity:** high payload in midsized vehicles

**Efficiency demand:** fuel efficiency

and reducing emissions



Lifting

**Urbanization & infrastructure** growth: mobile cranes

Weight/performance

optimization: higher load capacity



Protection

**Improved mobility:** agility with remained impact tolerance

Lightweight on existing **infrastructure**: weight limitation on adding steel to existing infrastructure

5%

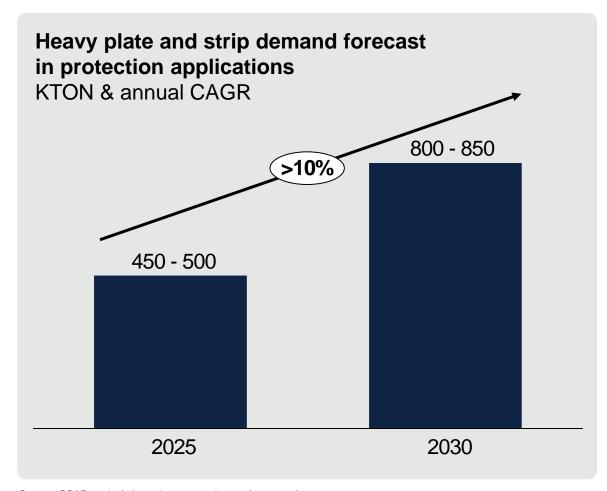
5%

3%

>10%



#### Protection segment shows long term growth

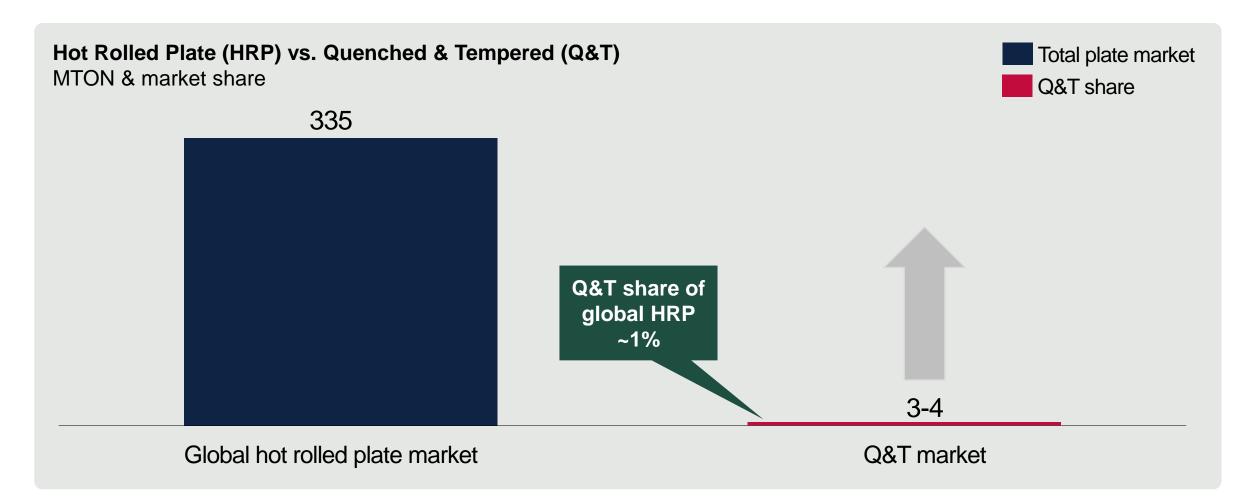


- Increased security concerns drive defense spending – up to 5% of GDP in Europe/NATO countries
- Need to close capability gaps and years of underinvestment in this area
- Strong demand development for heavy plate and strip
- Limited tier-1 supply possibilities SSAB in an excellent position to capture growth



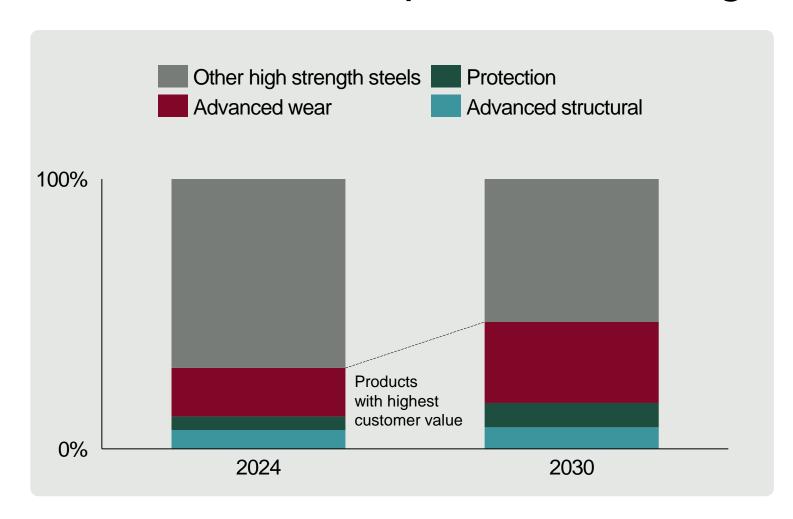


## In addition, plenty of room to grow and upgrade the current market





#### Grow the share of products with highest customer value







## Strengthening existing value-add and building new capabilities for the future

#### Continue develop in existing areas



**Stock** 

Maintain stock strategy and develop where needed



**Abraservice** 

Continue conversion towards premium grades and site turnaround in selected markets





#### **Shared centers**

Develop center structure to support sales of plate and strip

#### Build new capabilities for the future







**Additive** manufacturing

Grow the business in terms of sales and production capability



Laser hardening

Grow the business and continue develop new application areas



Current position

#### Investments in capacity and flexibility

#### **Q&T** capacity

- Sequential investments in all mills producing Q&T (plate & strip) to support growth of key grades
- Ongoing investment in Mobile for a tempering line (supporting e.g. Hardox 500 Tuf)
- Further investments considered on a case-by-case basis as sales develop

#### **Oxelösund conversion** to EAF

- Increased Oxelösund capacity up to 1.5 Mt – new flexibility
- Oxelösund capable to supply decarbonized slabs to the whole Nordic system

#### Luleå mini-mill

- The Luleå mini-mill will bring increased capacity of Q&T strip
- Especially in new dimensions (thinner/wider) opens for new Q&T applications for Special Steels







- Strong and unique position
- Mix focus has been a success, high and stable margins
- Will grow shipments 5% per year with focus on high-value products
- Investments underway to support growth

 Strategy to continue generating strong and stable earnings





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# SSAB Europe

Tony Harris Head of SSAB Europe



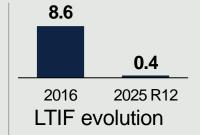
#### This is SSAB Europe

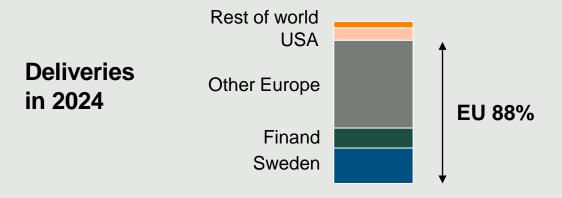


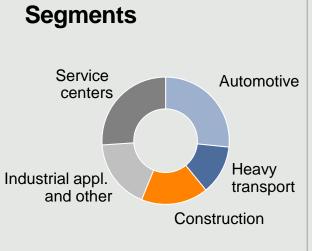
41.8

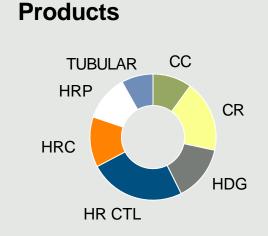
SEK bn Revenue in 2024 6,850

Employees in 2024





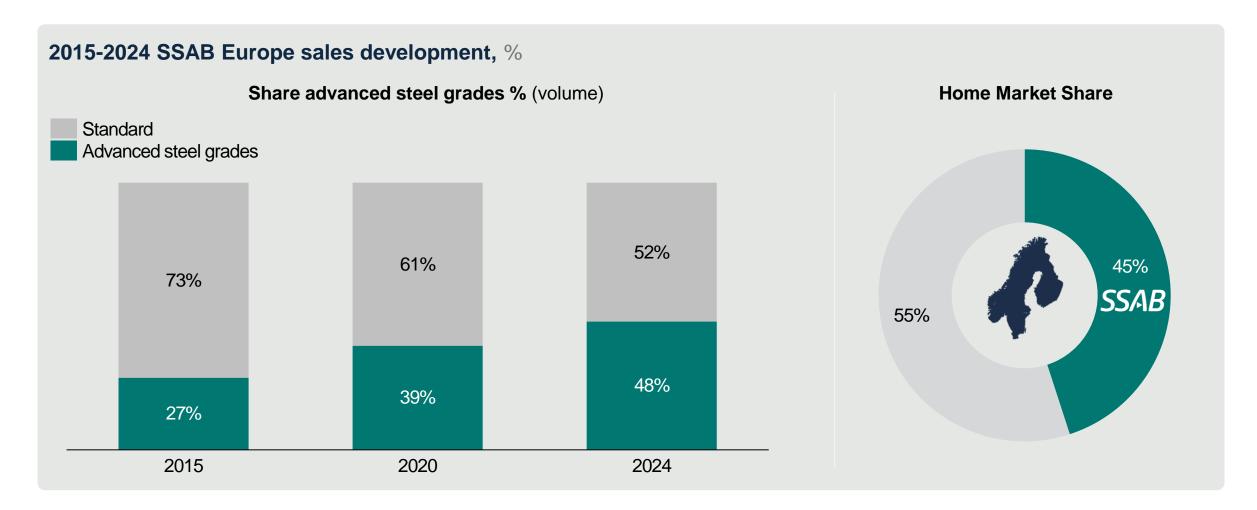






# 1. Unique customer value proposition

#### A decade of commercial transformation





# Product mix improvement through innovation and sustainability



Market leader in high-end Martensitic grades

Higher capacity as well as more premium in cold rolled

Enabled leadership in automotive safety & lightweighting



Color Coated/GreenCoat® – a Nordic reference

Differentiated through the wide range of colors and premium finishes including bio content in the paint, offering up to 50 years guaranteed durability

Home market leadership



Piles – cornerstone of tubes

Niche leadership in high profitability segment

Expanded infrastructure footprint



Optimized offering for industry applications (e.g. heat exchanger)

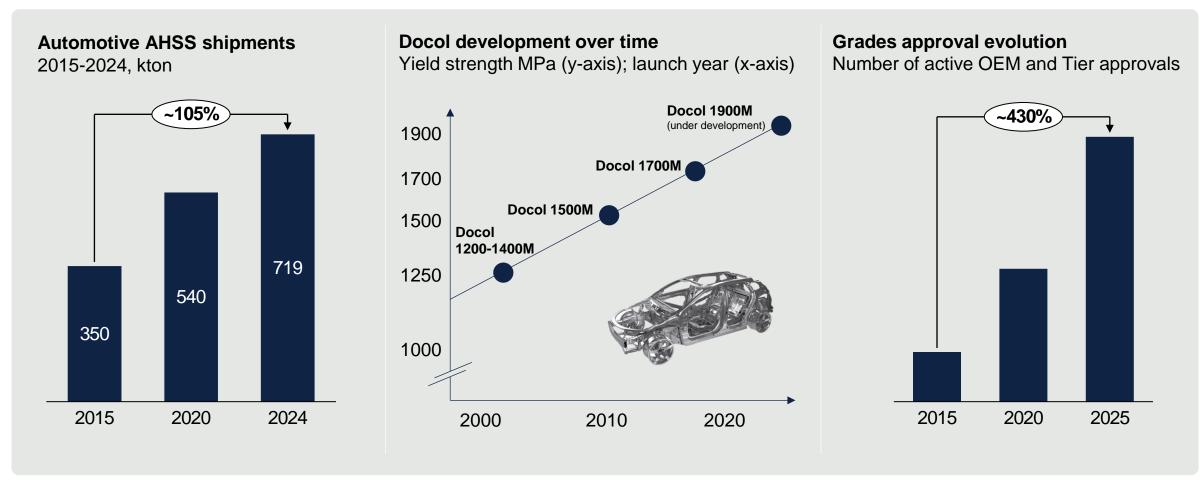
A wide range of products optimized for specific needs and segments

Commercial scale sustainable solutions



## Product development and innovation drives growth

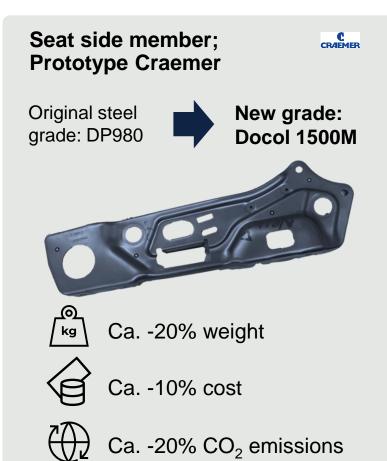
Automotive advanced high-strength steels (AHSS)

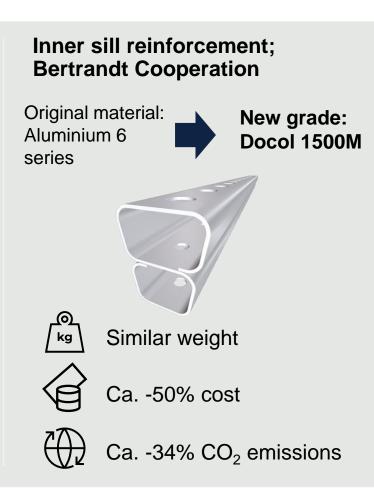


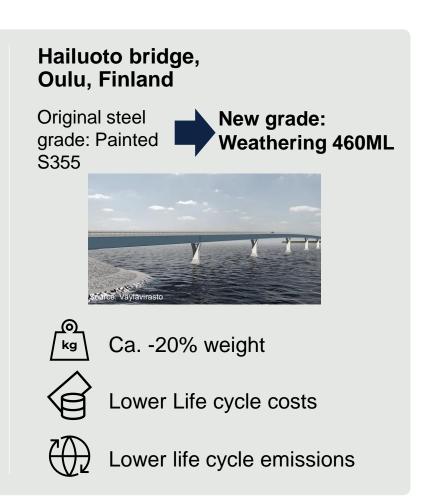
<sup>\*</sup> OEMs - Original Equipment Manufacturers



#### Innovative solutions creating unique customer value

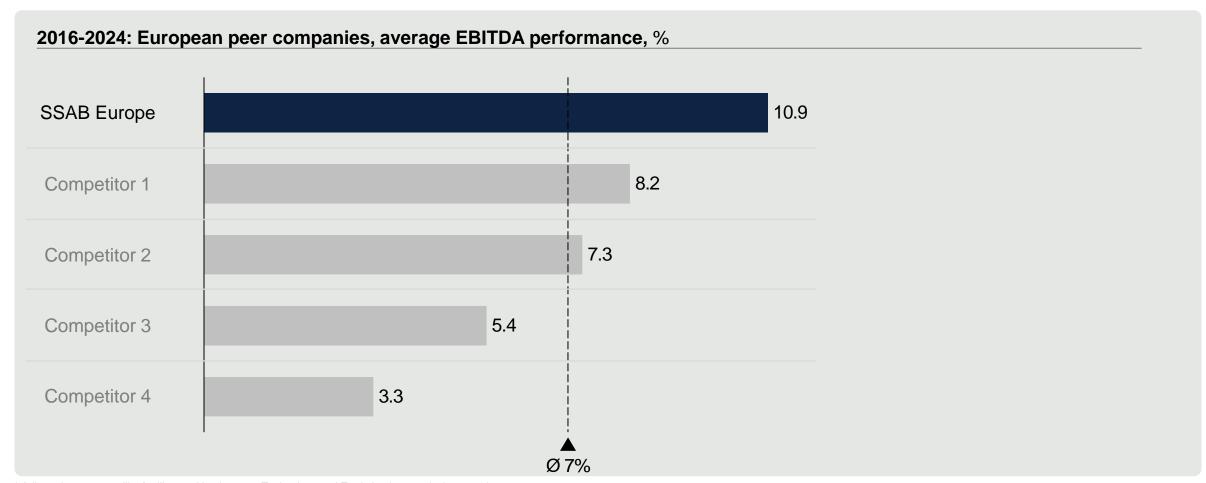








# SSAB Europe with industry-leading profitability



<sup>\*</sup> Adjusted to compare like for like steel businesses; Technology and Trade business units impact taken out Source: Companies financial results, Market Intelligence team analysis



# 2. Favourable market outlook

## Structural changes in the European steel market supports SSAB's premium strategy



#### **Trade Resilience & Policy Tailwinds**

- EU safeguards proposal
- CBAM (Carbon Border) Adjustment Mechanism)



#### **Supply Balance Improving**

- Utilization rates to improve due to less imports
- Steel mills announcing capacity reductions



#### **Demand Growth**

 Construction, infrastructure initiatives, green transition and defense



#### **Steel & Metals Action Plan**

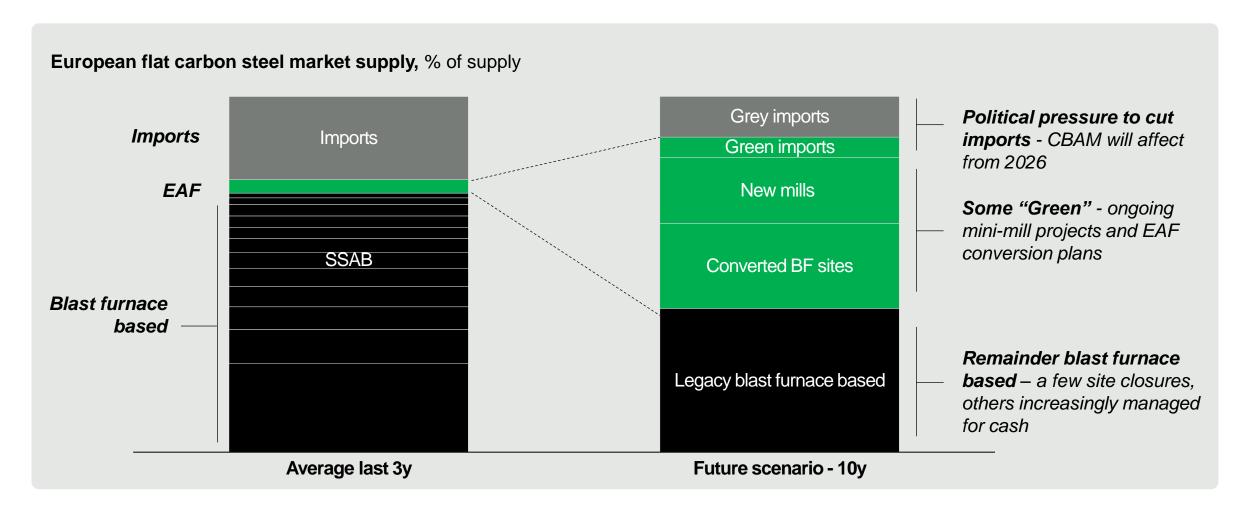
Expected to support the areen steel development through a mix of initiatives

Together, these forces position European steel for sustainable value creation and competitive leadership





### With current CO<sub>2</sub> policies, EU flat steel market will divide "leaders" from "laggards"





#### Demand growth for SSAB's advanced steel grades



**Automotive Driving forces** 

BEV\* & Lightweighting Trade restrictions Sustainability





**Heavy Transport Driving forces** 

Electrification Transport demand Sustainability





Construction

**Driving forces** 

**Urbanization &** infrastructure investments

Sustainability





**Energy Driving forces** 

**Energy transition Energy Infrastructure** 





Ship building **Driving forces** 

Defense

Ice breakers

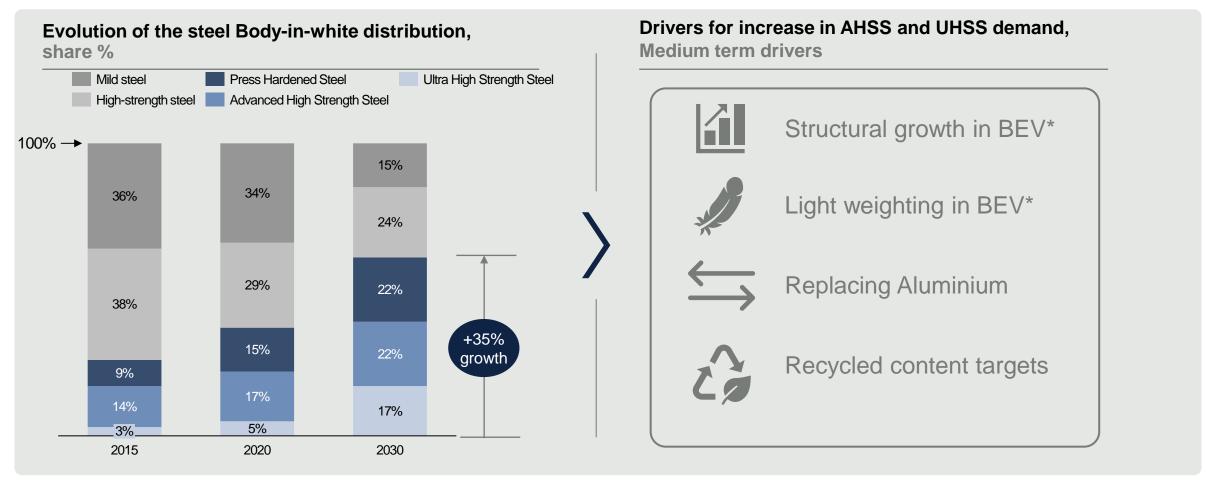
Cruise ships





<sup>\*</sup> BEV - Battery Electric Vehicles,

#### Demand for AHSS in Automotive is expected to increase, supported by BEV adoption





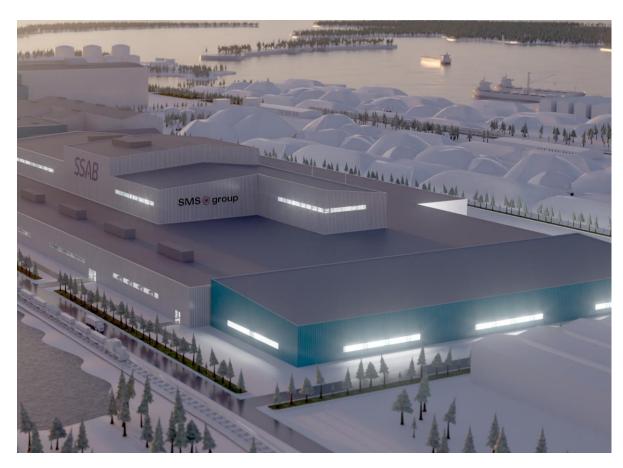


# 3.

Transformation for long-term competitiveness

#### Cornerstone of our premium transformation Luleå mini-mill

Strategy



**Additional premium capacity** ~1.2 mton CR and MC incl. ~400kton continuous annealed

**Advanced capabilities** 3<sup>rd</sup> Generation steels AHSS grades

**New coatings** ZM, Coated PHS Zn Exposed quality

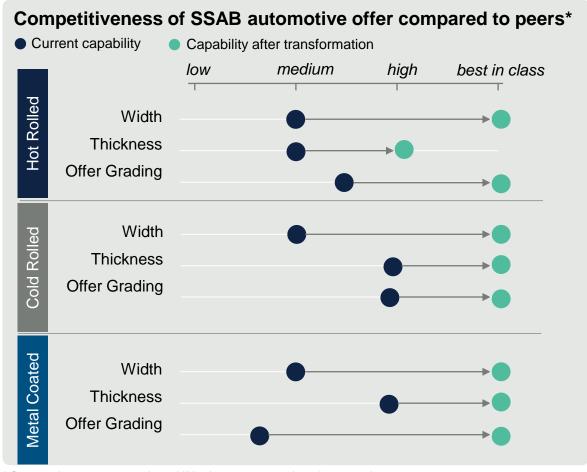
**Sustainability** "0" CO2/t Scope 1 & 2

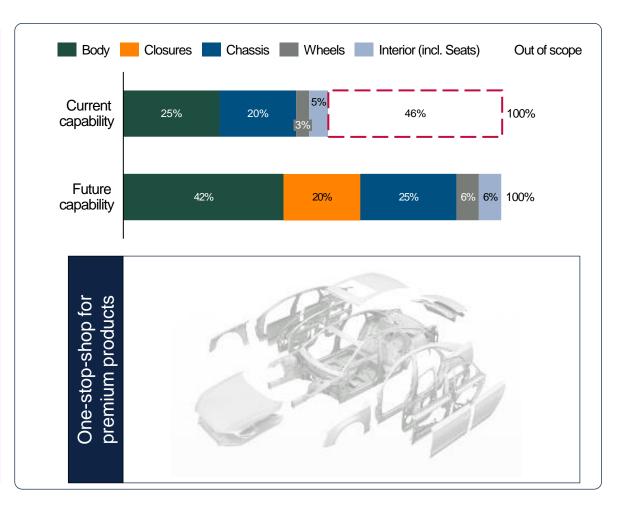
Wider dimensional range

Thicker: HR 1.3 - 25.4mm. CR/MC 0.4 – 2.5mm Wider: HR up to 2100mm

**Competitive cost position** Lower operating costs

## Building best-in-class product offer for broader applications







<sup>\*</sup> Compared to peers assessed capabilities in 2025, grey=as-is and green=to-be

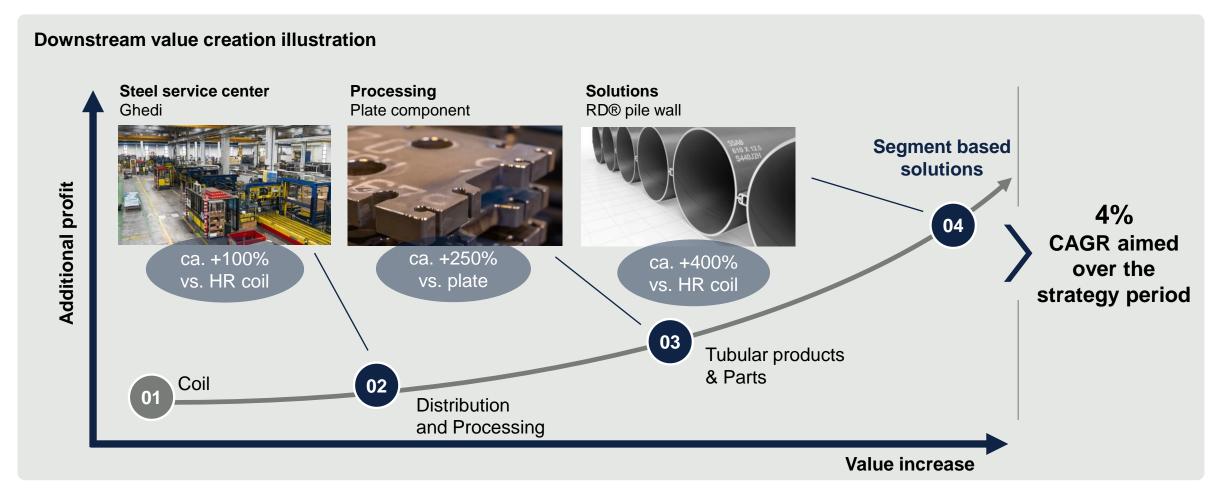
## ~2 Mton of customer agreements of which over 30% decarbonized steel from >65 partners







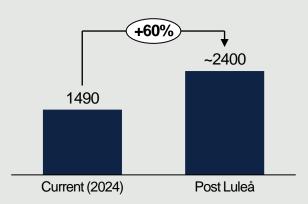
## Growing value-add services through distribution, processing and solutions





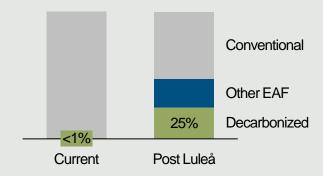
# Building on our industry-leading position SSAB Europe's strategy

#### Growing advanced steel grades, kton



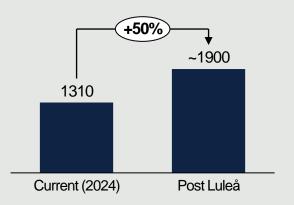
- Automotive business to be taken to next level
- Premium offering in selected applications and niches

### Growing decarbonized offering



- Leveraging Oxelösund EAF to be the first significant producer of decarbonized steels
- Accelerate decarbonized offering with Luleå mini mill

#### Nordic market leader with value adding offering, kton



- Home market balancing business portfolio
- Increased profitability through premium and value add sales together with Tibnor and Ruukki



# 4. Summary

# From today's strength to tomorrow's edge: **Accelerating premium leadership**

	Today		Future (~2030)
Advanced steel grades	<ul><li>AHSS/UHSS lead in auto</li><li>48% advanced grades mi</li></ul>	x	<ul> <li>Luleå: Expanded capabilities</li> <li>~56% advanced steel grades target</li> </ul>
Decarbonized steels	<ul> <li>Blast furnace: 6.6 Mt* CO</li> <li>Zero™ &amp; Fossil-Free™ la</li> </ul>	-	<ul><li>Efficient, flexible EAF steel</li><li>~1mton decarbonized steel</li></ul>
Value-add services & solutions	<ul> <li>Wide processing and dist</li> <li>Ruukki, Tibnor add value</li> </ul>	premium ribution leadership	<ul><li> 4% CAGR over strategy period</li><li> Customer-first integrated solutions</li></ul>
Cost position	• CO <sub>2</sub> efficient but scale disadvantage vs. big EU r	mills	Luleå: Step-change in operating cost and flexibility

<sup>\*</sup>Scope 1, Raahe and Luleå, AHSS - Advanced high strength steel, UHSS - Ultra high strength steel



**Capital Markets Day** 2025

# SSAB Americas

Chuck Schmitt Head of SSAB Americas



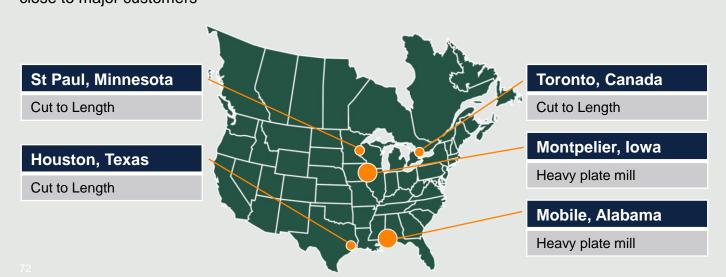
# SSAB Americas – the leading producer of quality heavy plate and coil

in quality and customer satisfaction

**22.7** BILLION SEK

>25% EBITDA MARGIN 5-year average

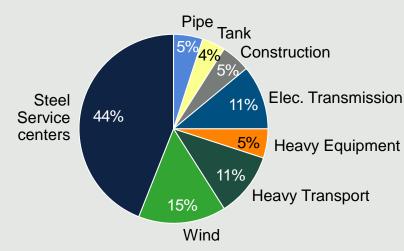
Manufacturing footprint close to major customers



600 Professionals

Annual steel 2 0 MILLION TONNES

#### Segments

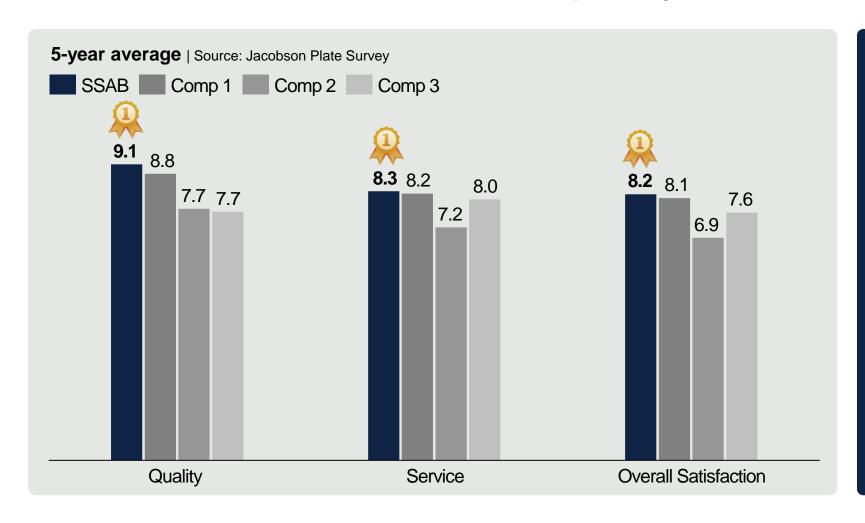




# 1. SSAB Americas leading position

Strategy

# SSAB Americas is no.1 in quality, service and satisfaction



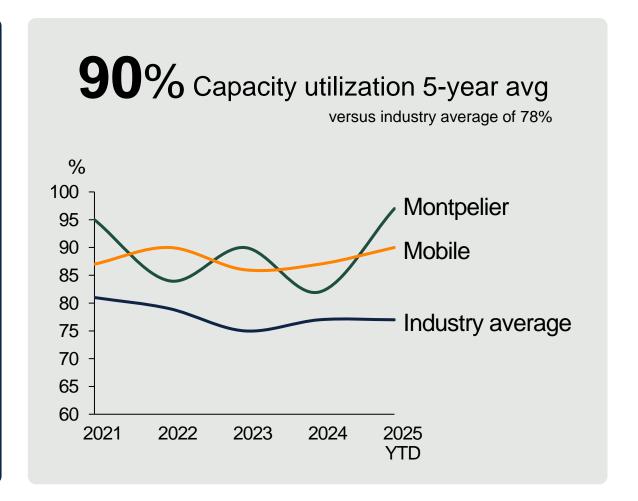
#### **About the Jacobson** plate survey

- Gathers feedback from 2,000 steel customers across North America
- Evaluates product quality, delivery performance, pricing, sales and customer service
- Receives over 8,000 customer evaluations of mill performance each year



# Highly productive and low-cost operations

- Modern EAF operations and mini-mill culture
- Close proximity to major customers and raw materials
- Continuous improvement program in place since mills started operations
- Recently, more advanced digitalization improving EAF productivity and giving power ontime savings





#### Strategy

# Enabling SSAB's decarbonization offer

Since 2023: Making SSAB Zero™ slabs in Iowa

- Recycled steel melted using fossil-free electricity, biocoal and renewable fuels
- Same properties, quality and performance
- Verified by independent third-party



~ 300 ktons of SSAB Zero™ slabs produced since January 2023 **Sep 2025:** Near-zero steel global first

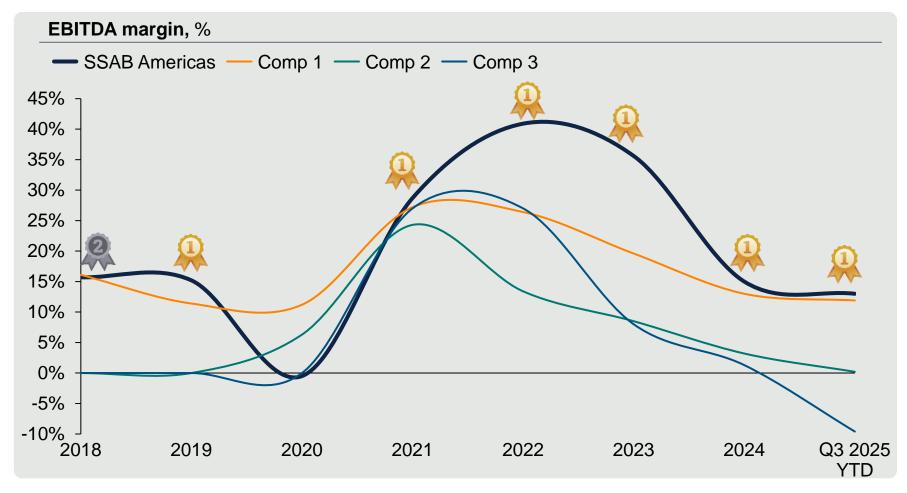
 SSAB is the world's first steel company to meet near-zero emissions steel threshold (IEA\* guidelines)



Integrates hydrogen-reduced sponge iron based on HYBRIT® technology into the SSAB Zero™ production process using fossil-free energy



# Outperforming plate peers in profitability



**Top 4 producers** represent ~85% of domestic plate supply in the US market

Excluding impairments and other unusual items



# 2.

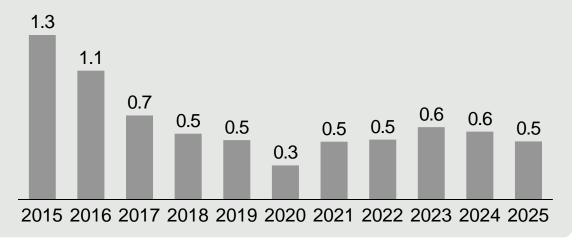
Attractive outlook for North American plate market

# US manufacturing recharged by import safeguards and industrial policy

#### Supply chain policies

- Sec. 232 tariffs increased to 50% and expanded to derivative products
- 'Melted and Poured' Rules reinforce domestic US supply chain

#### Plate imports (cut-to-length), million tons



#### **Demand growth policies**

- Bipartisan Infrastructure Law drives demand for US-made steel in roads, bridges, and transit
- SHIPS Act elevates steel's role in naval and commercial shipbuilding
- Energy dominance agenda with expedited permitting and project approvals for oil and gas investments; expansion of the US electrical grid to support the digital economy (CHIPS Act, data centers, AI)



# Key market segments expected to grow next ~10 years



#### Construction

Increase in construction & agriculture expected after earlier production decline

Non-residential construction benefits from onshoring activities and manufacturing investments

> 3% CAGR



#### Marine

SHIPS Act expected to drive demand for American made commercial cargos, and aging military fleet





#### Wind

Producers and installers benefit short term from expiring tax credits



#### **Transmission**

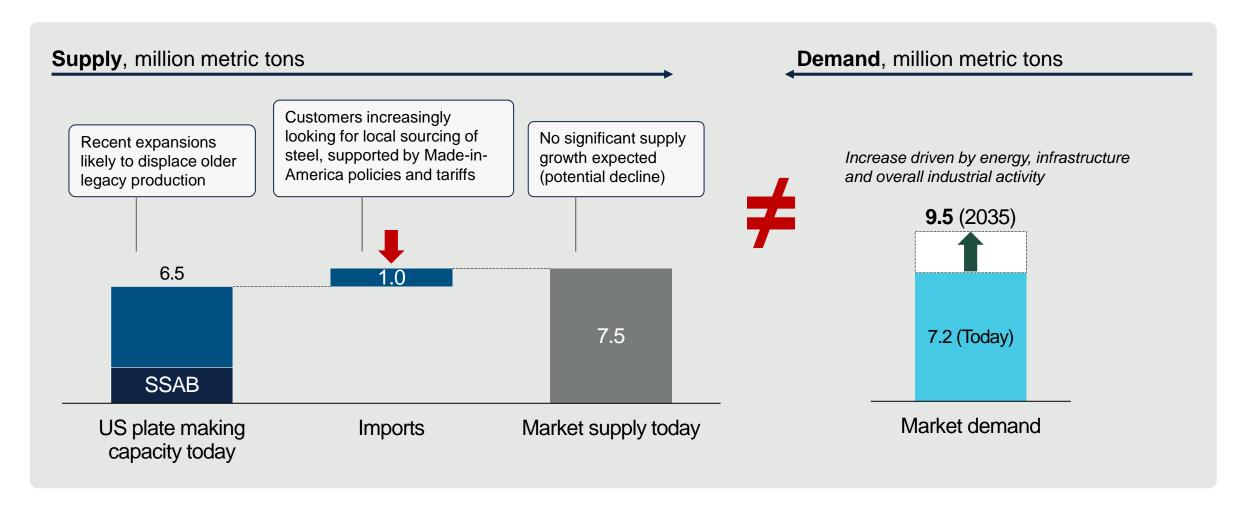
Investor-owned utilities to invest USD 1.1 trillion in transmission construction from 2025 - 2030

9% CAGR

18% **CAGR** 



# Favorable supply-demand outlook





# 3.

Strategy to advance industry leadership

# Strategy to continue to outperform on "the basics" while expanding premium offering

#### **Maintain leadership** on fundamentals

- Quality
- Service
- Customer experience

Taking a stronger leadership position in growing customer segments, e.g.

- Shipbuilding
- Transmission towers
- Yellow goods

20%

#### Move into (new) premium segments:

- SSAB Zero
- **Laser Premium**
- Value-add from downstream



# Taking a stronger position in growing attractive customer segments

#### Shipbuilding



Increased capabilities for premium and downstream volumes (e.g. icebreakers)

Attractive Gulf Coast location to military and commercial fabricators

#### **Transmission Towers**



Customized sizes and packaging provided by downstream CTL-TL operations

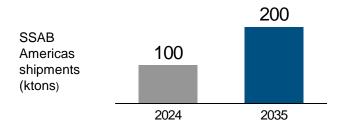
High-strength, high-toughness steels with restricted chemistries

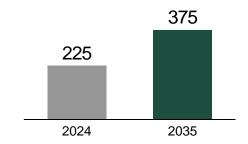
#### **Heavy Equipment**

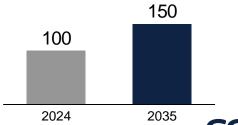


R&D Midwest presence aligns with customer projects and application engineering

Longer term contracts with lower volatility





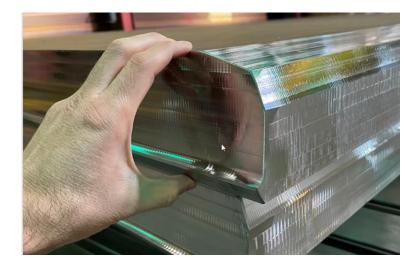


Strategy

# Initiatives to move into new premium segments







#### SSAB Zero™ steel

Less than 0.05 kg CO<sub>2</sub>e/kg steel

Commercially available

Broad range of grades

Allows end-users to become part of a low-emission value-chain

#### Laser Premium

Optimized surface quality for laser cutting

Superior steel cleanliness

Narrow and consistent dimensional tolerances

Ability to capture small and mid-sized market

#### Downstream/Campus

Attractive site partners at Montpelier

Logistics efficiency

Circularity benefits for scrap

Opportunities for upgrading and downstream processing



# 3. Summary

# Summary

# SSAB Americas advancing industry leadership

	Today	Future (~2030)
Plate market dynamics	Relatively high import volumes and stagnant demand recent years	Reduced imports and significant demand recovery
Cost position and customer experience	Leading cost position, quality, consistency, On-Time Delivery compared to other mills	Continues improvements. Increase downstream value improving OEM customer efficiencies
Premium steel grades	12% share of premium offerings	~20% share of premium offering





# Tibnor – the leader in Nordic steel distribution

Fredrik Haglund, President Tibnor

CMD, 4 November 2025

# Tibnor at a glance

The Leading distributor of steel, metals and processing services in the Nordics

10,000

customers in the Nordics and Baltics



1,050 employees in

7 countries



0.0 LTIF R12

>95% delivery accuracy

800 kton

of delivered products (50% SSAB)



23% Nordic market share



# Tibnor - #1 distributor and processor in the Nordics

# Leading product and processing offerings

Wide product offering and depth in Premium & Low CO<sub>2</sub>



- Full-range assortment
- Strong in Premium and Low CO<sub>2</sub>
- High delivery accuracy
- Strong product competence

Broad range of processing services



- Broad range of processing services
- Several unique areas in laser cutting and bending of flat and long products

#### **Customized solutions**



- Solutions / project leading expertise for complex projects
- Digital integration and JIT deliveries

# Strongest set-up for the local customers



- Wide local set-up
- Local stocks, short lead times, high customer intimacy
- Handelsstålsgruppen

# Industry leading profitability – built a strong position

#### **Historical performance**

#### Performing better than Peers\* (EBITDA%) 2016 - 20242024 - 2025Q2 4.0% 3.9% 2.6% -0.2% Tibnor Peers Peers **Tibnor** Tibnor 10 years average ROCE 8% EBITDA 4% Significant value contribution to SSAB 400 kton SSAB full-range with long margin

#### Structural changes - Built a strong position

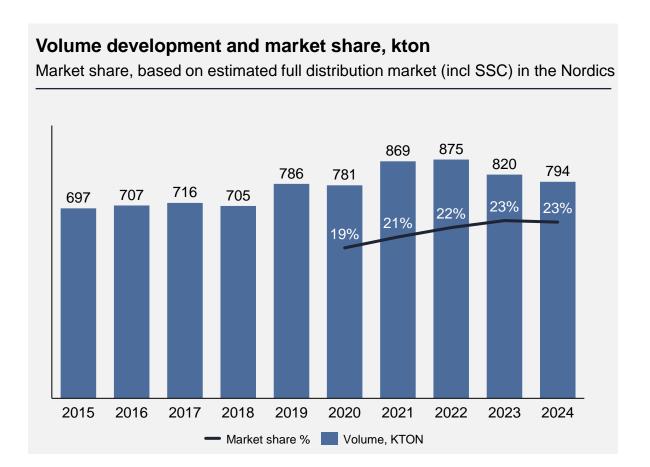
2019	Sanistål steel-division acquisition in Denmark	
2020	Production restructuring SEK 140m	
2021	Creation of Handelsstålsgruppen in Sweden	
2023	Program to reduce cost by SEK 120m	
2024	Key strategic CAPEX in Processing	
2025	Continuous Improvement program of SEK 160m	

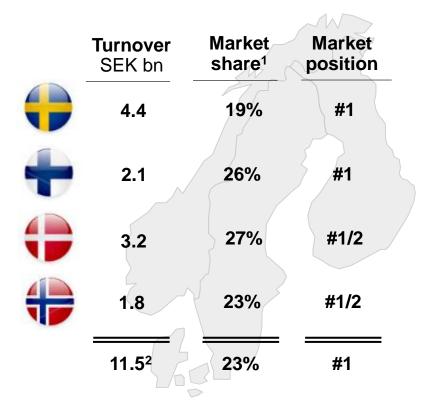
# Tibnor – supporting SSAB's leading position in the Nordics



- Major European mills for non-SSAB products
- Full range of products

## Successfully strengthened our market position in the Nordics





# Strategy towards higher profitability

### The platform for higher profitability

#### Strategic focus: High value growth

1

#### **Premium Steel Products**

Continue strong upgrading track-record and new Low CO<sub>2</sub> products





#### Processing

Organic growth in new Strategic assets and value-based selling





#### Local Presence (SME)

Continue grow the unique set-up, targeting the small and medium-size segment





#### **Continue strengthen the basics**



#### **Cost Position and Capital efficiency**

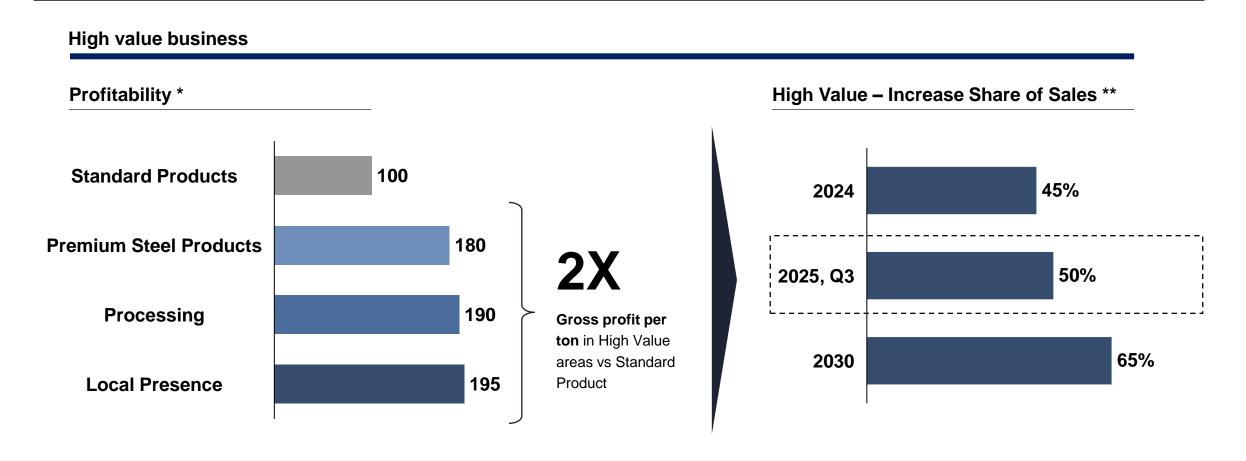
- Maintain low cost position, continues improvements
- Develop Nordic inventory steering process

#### **Pricing Excellence**

Continue pricing excellence program, focus on value-add



## Targeting growth in our most profitable segments

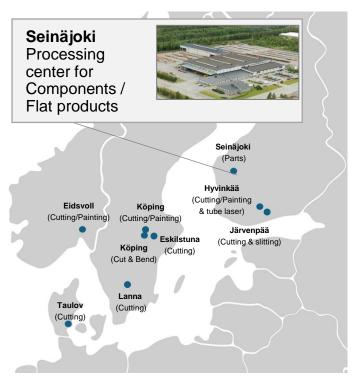


<sup>\*</sup> Gross Profit per ton Indexed 2020-2024

<sup>\*\*</sup> Share of Total Sales 2024 and Strategic target 2030

# Continue to strengthen Processing and Solutions

#### **Strong foot-print in the Nordics**



- 9 Processing units
- 3,000 customers

#### Good capabilities already in place

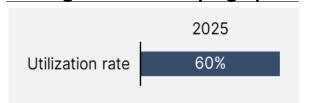
- Broad range of Processing services
- Local set-up and Nordic centres
- Seinäjoki in Finland, unique set-up of processing of SSAB products
- Strategic CAPEX in place
  - Long Laser cutting and Bending of flat
  - Plasma & drilling line of long
  - Cut-to-length and Slitting from Coils
  - Precision cutting of Tubes

#### **Grow processing to 30%**





# Strategic CAPEX ramping-up well



## Local presence – building on our successful expansion

#### Wide offering in the Nordics

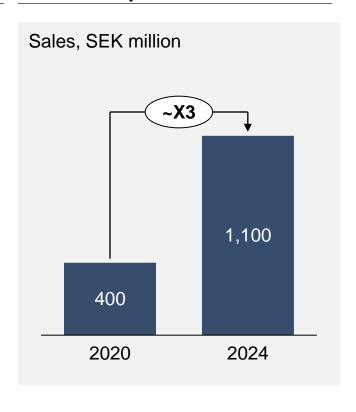


- > 20 local stocks, with basic processing
- > 5,000 customers

#### Successful expansion

- The local market of small and medium-size customers
- Handelsstålsgruppen in Sweden, unique customer offering
  - Local stocks, Short lead times, Processing, High customer service
- Good presence also in Denmark and Norway
- Strong growth outlook organically and through selected acquisitions

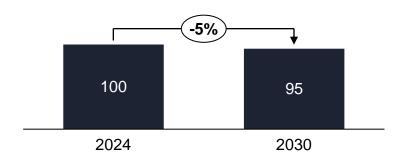
#### **Almost tripled sales**



## Continue to strengthen the basics

#### **Cost position over-time**

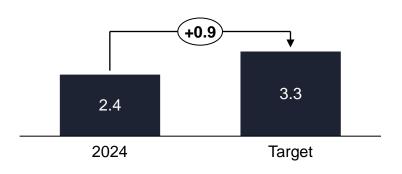
Indexed total fixed cost SEK/ton



- Significant cost and productivity measures over the last 5 years
- Digitalization of the value chain, large potential
- eCommerce channels 35%\* of order-rows
- Target to keep costs/ton flat over the period

#### **Capital Efficiency**

Capital turnover



- Historical 10-year average is 3.0
- Clear improvement potential in a normalized market
- Nordic purchasing set-up and new common inventory steering

# Summary

### Tibnor well positioned for next steps

- Undisputed leader in Nordic steel distribution
- Growth journey, continue secure home market position for SSAB, significant long-margin
- Better profitability than peers
  - Strong cost position
  - Leader in pricing excellence
- Good track record in growing in high-value
- Strategy for higher profitability levels
  - Targeting EBITDA >6% and ROCE 15%
  - Long-term EBITDA target 8%









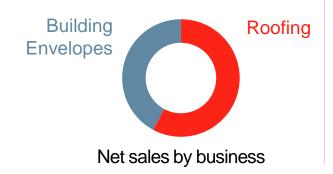
#### Ruukki Construction:

Steel-based roof and wall solutions for construction professionals

5,508 SEK million
Net sales in 2024















# Strong position in home markets serving wide customer base

#### Roofing



**Dealers** (62 %)

Tinsmiths (6 %)

Construction Companies (12 %)

House factories (4 %)

Installation companies (11 %)

Others (5 %)

Market shares, Nordics\*







#### **Building Envelopes** (roof & wall structures)



Construction companies (63 %)
Hall contractors (15 %)

Installation companies (6 %)
Others (13 %)

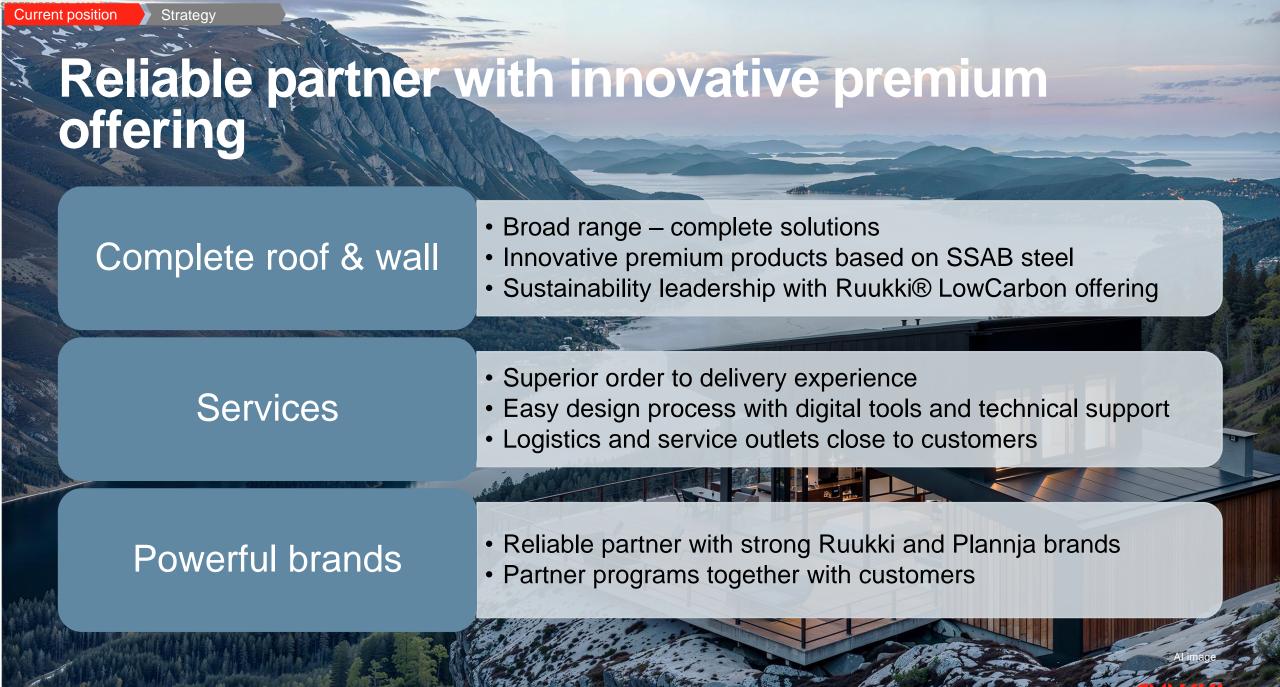
Market shares, Nordics\*



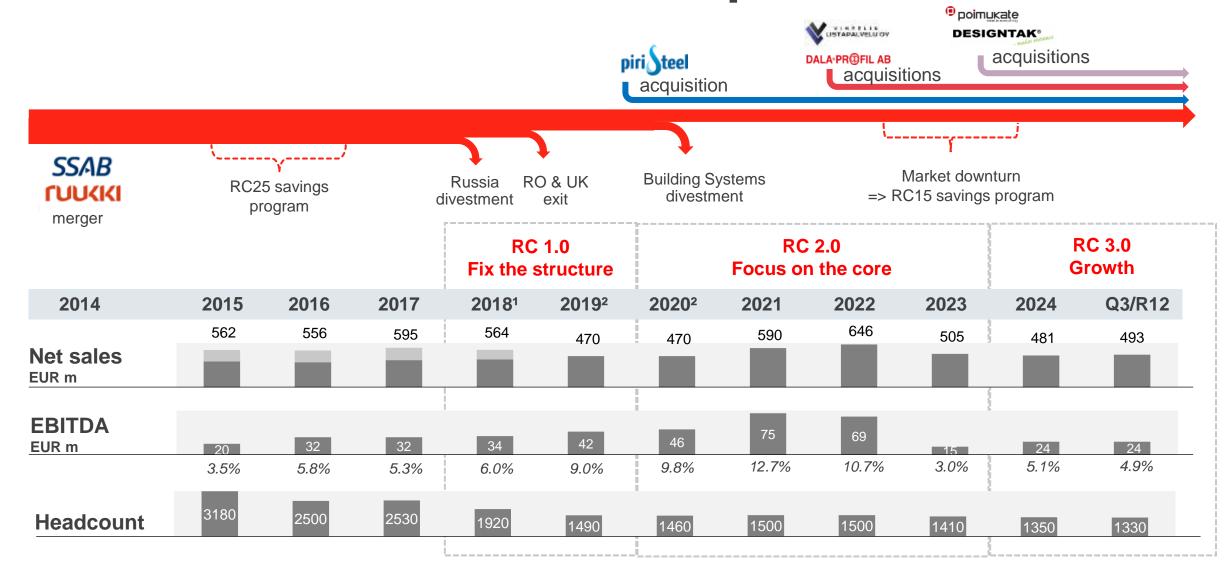
25%



25%



# Foundation built for the next phase







# Ruukki's growth benefits SSAB in two ways

# Ruukki Construction standalone value creation

- Growth outgrow the general construction market with improved market and customer focus
- Profitability becoming the most profitable building product supplier with increased value add and differentiation in products and services

+

# Value contribution to SSAB steel business

- Volumes captive channel on the Nordic market, can ramp up and down based on needs. SSAB Europe's biggest customer in color coated products
- Premium supporting SSAB steel business to develop Nordics into premium markets
- Innovation joint R&D and product development



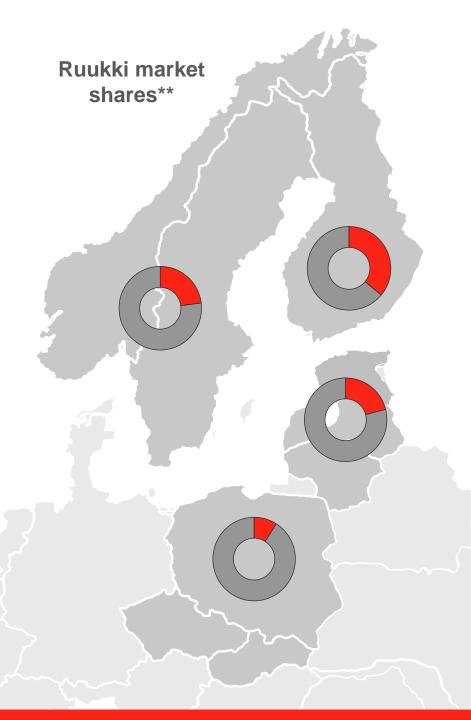
# Favorable outlook after low cycle in construction

#### Market recovery is expected, as interest rates come down:

- Roofing (total) Europe CAGR + 3.8%\*
- Envelopes (total) Europe CAGR + 5.4%\*

#### **Structural growth drivers:**

- Net-Zero: Zero-emission buildings (ZEB) becomes the EU norm for all new buildings from Jan 2030
- Energy Efficiency: EU target -11.7% final energy use by 2030
- Circular economy: Shift from new construction towards repurposing old
- Renovation: Aging building stock drives demand for upgrades



<sup>\*)</sup> Market research by EMR Claight

<sup>\*\*)</sup> Combined estimate for main product groups

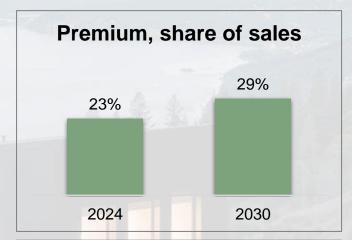
# Profitable growth through premium products and higher customer share of wallet

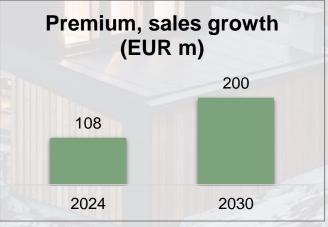
Accelerate sales of premium products

**Grow market share** in home
markets

Boost export sales driven by premium products

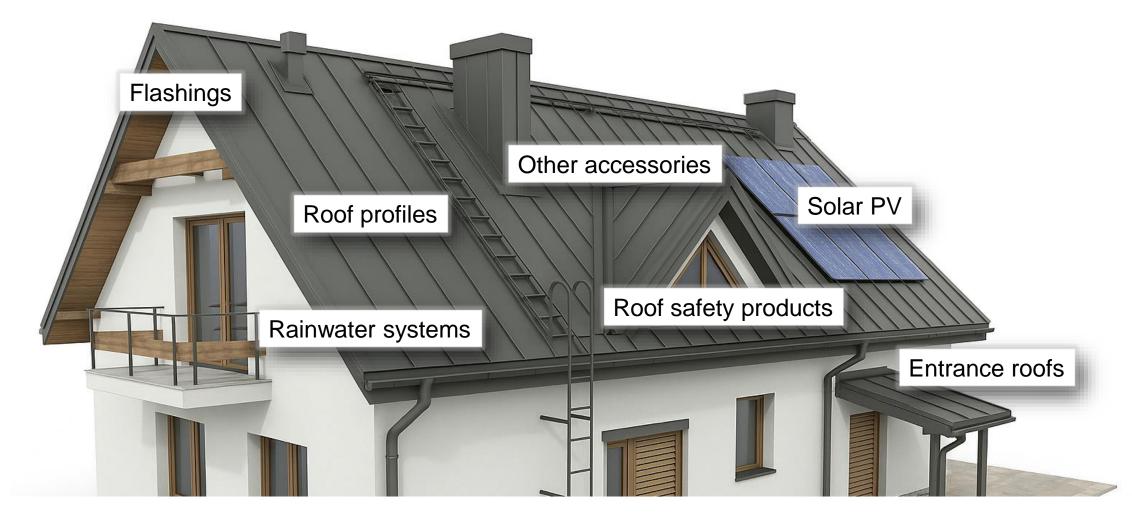
Develop the Nordics as a premium market for color-coated steels together with SSAB Europe







# Growth driven by complete roofs & walls that deliver customer value throughout the lifecycle





# Outlets and logistics service close to customers

Strong market presence and customer proximity across Northern and Central Europe







15 Ruukki Express outlets in 5 countries close to customers

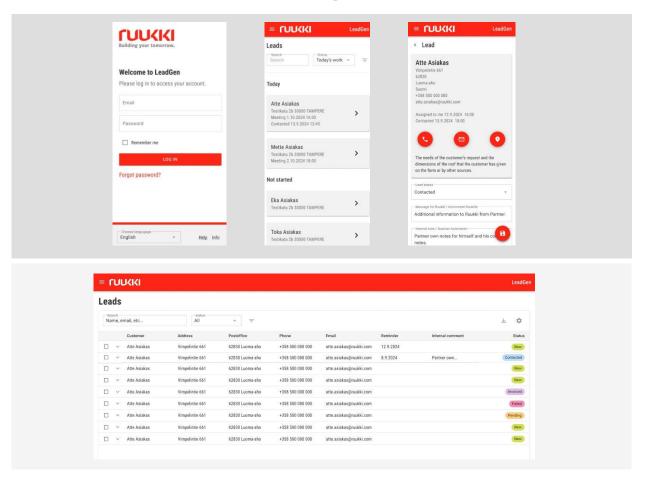
**Expanding sales of premium** products with high availability

Fast and reliable customer service



# Digital lead generation for building growth and customer loyalty

Certified Ruukki Partner Program for roof installation companies







# From productivity to profitable growth: 50 MEUR investment program in commercialization

### Vimpeli (FI): Flow improvements

- ✓ EUR 8m, 2021–2024
- ✓ Faster delivery times
- ✓ Wider product range
- Automation and quality



### Kauhava (FI): Piristeel expansion

- ✓ EUR 8m, 2022–2025
- Capacity expansion
- Wider product range
- ✓ Flow improvement



#### Borlänge (SE): New panel factory

- ✓ EUR 15m, 2022–2025
- ✓ Scandinavia's first PIR line
- Nordic product range
- Faster delivery times and competitive logistics





# Ruukki Construction's strategy and targets until 2030: Sustainable growth together with customers





# **Capital Markets Day** 2025

# Transformation projects

Carl Orrling
CTO & Head of Transformation Office



### Technology development in steel production

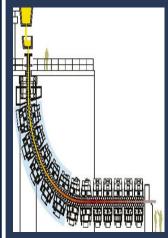
1950s-60s BOF



Oxygen steelmaking

Speed ↑ Scale ↑

1960s-70s Continuous Casting



Ladle→slab/billet

Yield ↑

1970s-80s EAF & Mini-mills



Scrap-based EAF

Flexibility ↑ CapEx ↓

1980s–90s Automation & Secondary Metallurgy



Robots, LF, VD/RH

Quality ↑ Control ↑

1990s-2000s Direct Casting & Rolling



Thin-slab → hot mill

Energy ↓ Throughput ↑

2010s Industry 4.0



Sensors & data

Uptime ↑ OPEX ↓

2020s Green Steel



H<sub>2</sub>-DRI + EAF

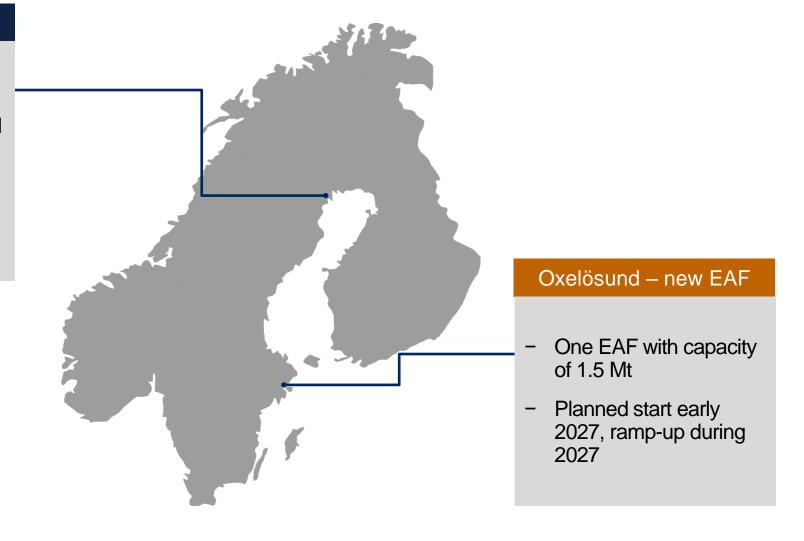
CO<sub>2</sub> ↓ Near-zero



#### Oxelösund conversion and Luleå mini-mill

#### Luleå – new mini-mill

- Two EAFs with total capacity of 2.5 Mt
- Hot strip mill and new cold mill complex for premium products
- Planned start at end of 2029, ramp-up during 2030





# Oxelösund conversion

### New capabilities and increased flexibility in Oxelösund



- Closing down coking plant and 2 blast furnaces
- Construction of new advanced Electric Arc Furnace (EAF)
- Expansion of scrap handling and efficient material logistics
- New infrastructure for biofuels
- Advanced rolling mill and Oxelösund's unique Q&T lines are not affected

New technology (EAF) offers better production and raw material flexibility, better product mix, volume growth, as well as virtually zero CO<sub>2</sub> emissions

- Produce SSAB Zero<sup>™</sup> steel commercially in Europe
   Ability to supply Borlänge and Raahe with more advanced, decarbonized steel slabs.
- Flexible steel production from 1.0-1.5 Mt (vs. ~1.0 Mt since financial crisis of 2008)
- Opportunity to optimize costs of Nordic production based on Electricity/Scrap (Oxelösund) versus Iron ore/Coal/CO2 (Luleå and Raahe)
- Eliminate 1.5 Mt CO<sub>2</sub> emissions per year



# Proven technical feasibility to produce branded and highly demanding products via EAF route in US

Examples of products possible to produce in EAF route (not exhaustive)



Hardox 500 Tuf



**Hardox HiAce** 



**Armox 500T** 



**Strenx 1100** 



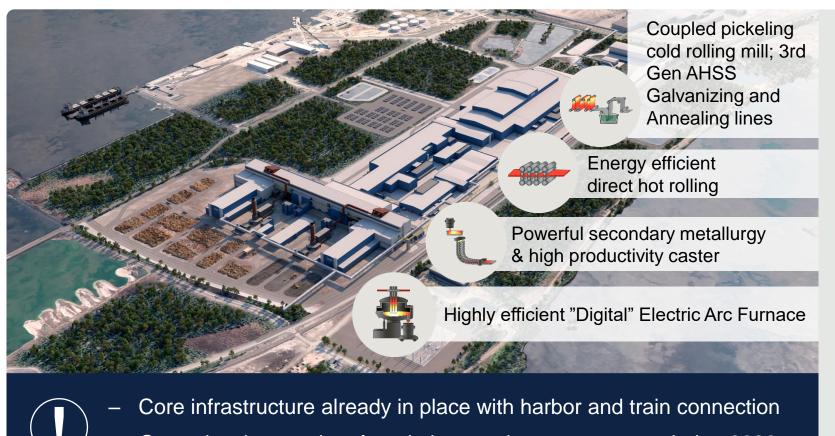
**Docol 1500M** 





# 2. Luleå mini-mill

### The Luleå mini-mill will reposition SSAB Europe as a stronger, premium division



New advanced steel grades requested by our customers

Additional cold rolling and metal coating capacity with expanded width, length and thickness capabilities

More cost-efficient setup for the Swedish system, eliminating ~3.5 Mt CO<sub>2</sub> emissions per year



Groundworks ongoing, foundations and structures start during 2026



Technology highlight: Digital continuous melter

#### **Most advanced Electric Arc Furnace**

- Digital energy control
- Continuous scrap feeding with pre-heating
- Fully automated operations "no man on the floor"

#### Significant benefits

- ~10% less electricity (~60 kWh/t)
- Less emissions
- Improved steel quality





# Technology highlight: Fully electric complex for advanced high strength steel

#### First of its kind process lines

- Fully electrical heating
- Tailor made for AHSS
- Flexibility in coatings
- Combined annealing and coating capacity

#### **Benefits**

- 15% less energy consumption compared to natural gas lines
- Product capability for current and future advanced steels
- Flexibility to switch between coatings and steel qualities pending demand and market situation





# 3. Considerations and summary

# Both projects progressing according to plan with well managed risk areas

#### **Technology**

- Close dialogue over several years with machine suppliers on technical specification
- Well established main suppliers Italian Danieli and German SMS; Well established contractors NCC, Peab, ABB

#### **Budget**

- Contracts with key suppliers signed together with strong performance guarantees
- Healthy contingency included in budgets

#### Ramp up

- Extensive experience of running all sections of new mills:
  - EAF's (US)
  - Hot Strip Mill (Raahe, Borlänge)
  - Cold Mill Complex (Borlänge, Hämeenlinna)
- Core infrastructure in place (harbor, scrap handling)



Planning for ramp-up and parallel production during first year after commissioning, securing customer shipments as well as SSAB's cash flow



# Securing SSAB's raw materials needs

Scrap sourcing	Internally falling scrap	Significant amount of home scrap generated within SSAB's own network (mills and processing centers)
	Customer partnerships for pre-consumer scrap	Scrap take-back agreed with Volvo Cars - other customer dialogues ongoing
	Strategic partnerships for post-consumer scrap	Partnership in place with Stena Recycling; existing business with other steel scrap merchants in Europe
	Spot market access	Good availability outlook – current exports of 17 Mt from EU with more EU EAF projects now on hold
Virgin Iron to complement recycled scrap	HYBRIT partnership	LKAB planning to industrialize the HYBRIT® technology for usage by SSAB and other customers
	Raahe Pig iron	Capability to produce own pig iron in Raahe if needed
	External HBI market	Rapidly developing world market for commercial sponge iron
	Option to partner in other DRI initiatives	SSAB with access to technology and competence from HYBRIT to leverage in other initiatives



# Summary

- Transformation key for our business strategy new premium advanced grades, volume growth and decarbonized steels, with substantial operational and financial benefits
- Projects in Oxelösund and Luleå progressing according to plan
- Building on extensive EAF experience from our US mills, product qualification verified for our most advanced products
- 50% lower fixed cost compared to current system
- Flexible raw material sourcing both for Oxelösund and Luleå



**Capital Markets Day** 2025

# Industry leading financials

Leena Craelius CFO



### Strong track record of delivering on financial targets

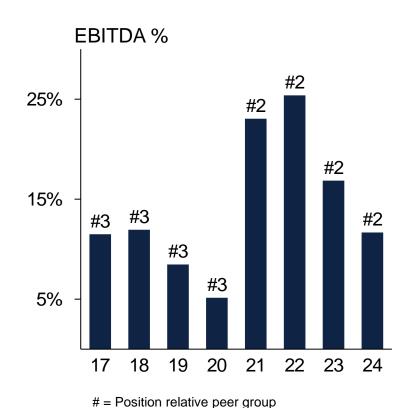
**Profitability target** EBITDA margin vs. peers **Capital structure target** Net gearing+/-20%

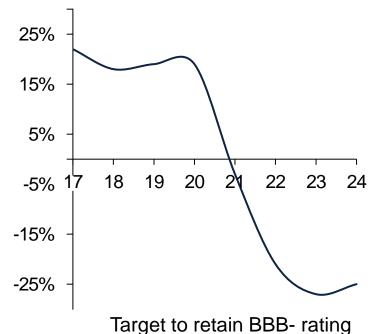
**Dividend target** 40% of profit after tax

SEK/share

9

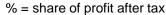
8



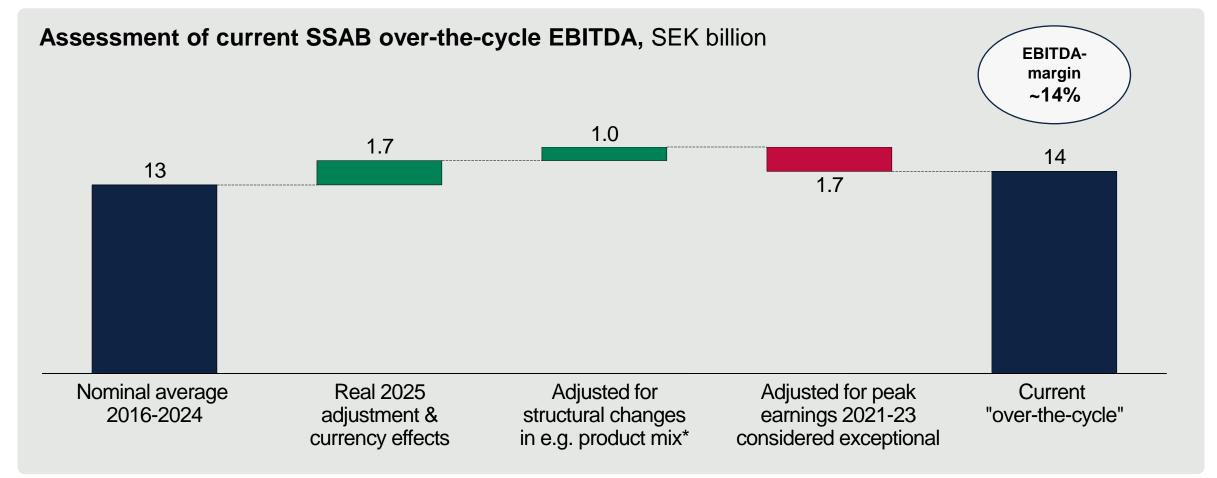


6 37% 40% 5 4 40% 3 18 19

39%



# SSAB's "over-the-cycle" EBITDA level at SEK ~14 bn



<sup>\*</sup> Positive shifts netted out by group transformation costs



### Strategy recap

Accelerating premium leadership

**Advanced steel grades** 

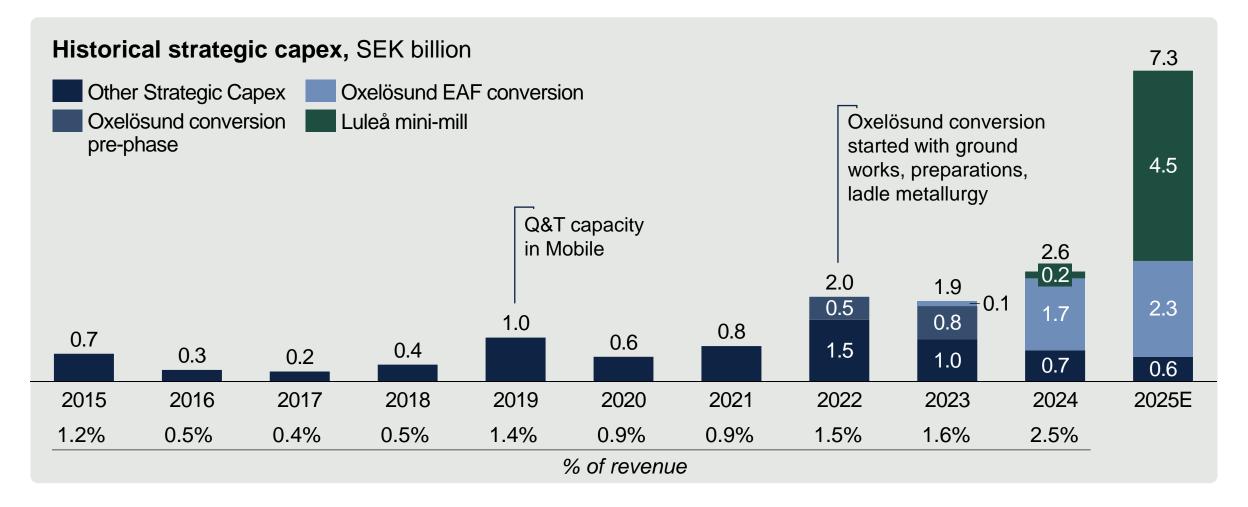
Value-add services & solutions

**Decarbonized steels** 

- Grow Special Steels volumes by 5% per year
- Continue Special Steels upgrading journey (e.g., Hardox 450 to 500 TUF)
- Grow SSAB Europe's advanced steel grades by 900+ kton
- Grow SSAB Europe's value add volumes by 4% per year
- Topline growth of >2bn SEK in Ruukki Construction
- Tibnor to expand share of high value sales by 20pp
- Capacity to produce up to 4mton decarbonized steel
- Premium potential, but not on all volumes

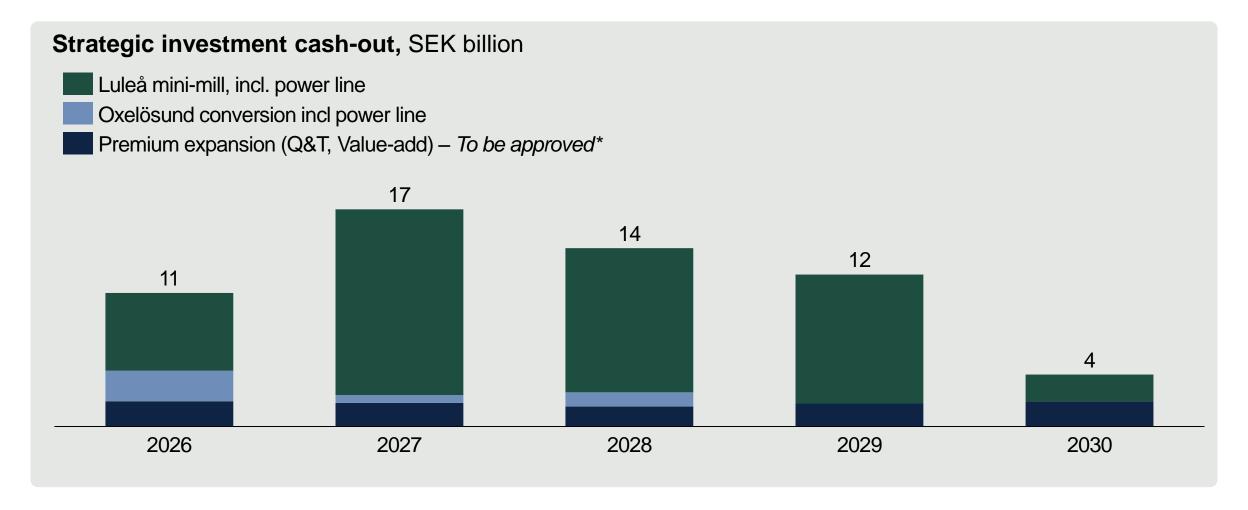


### Limited strategic investments in recent years



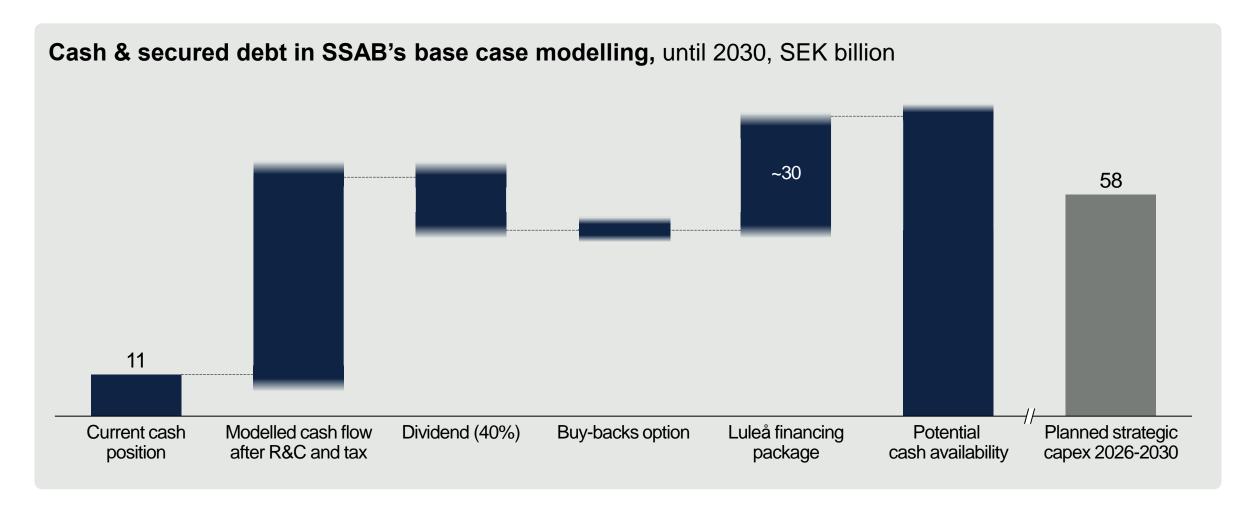


### Estimated strategic capex profile coming 5 years



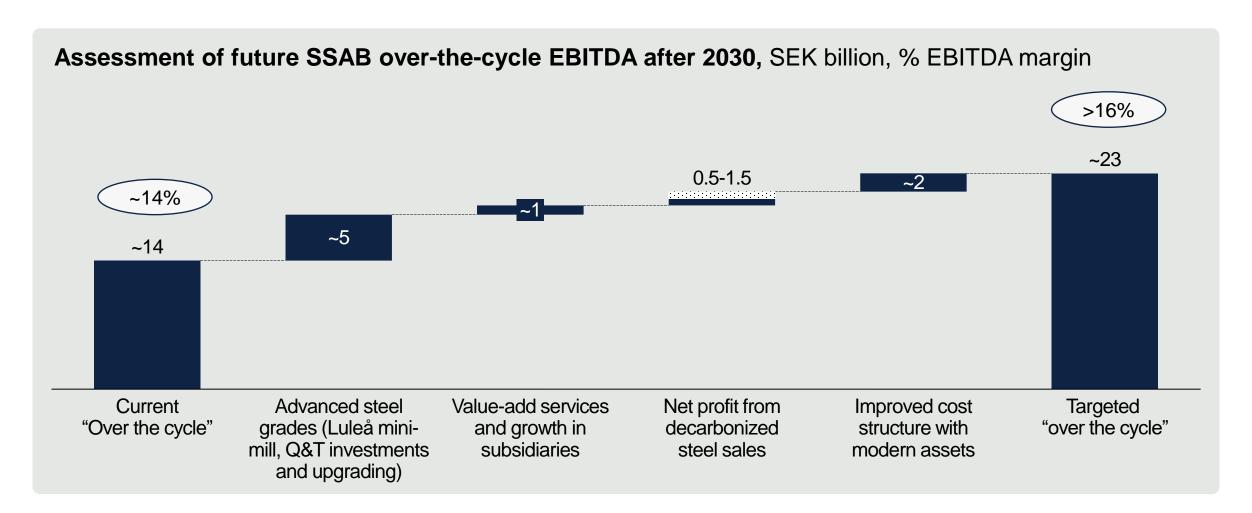


# Strong financials creating a solid base for our strategy





### Significant benefits with EBITDA > SEK 20bn





### Financial targets unchanged

#### **Profitability**

Industry-leading EBITDA margin compared to peers\*

Unchanged

#### **Capital structure**

Net gearing ratio between -20% to 20% (Net Debt to Equity)

Unchanged

#### **Dividend**

40% of profit after tax

Unchanged

Before determining the yearly dividend proposals and capital structure adjustments, the management and board of directors will evaluate the capital needs for the coming years based on market outlook, capex plans and other considerations.



<sup>\*</sup>ArcelorMittal, Nucor, Salzgitter, Tata Steel Europe, ThyssenKrupp and Voestalpine (new, replacing US steel)

# Summary

- Strong track record of delivering on financial targets
- Investment program will reposition SSAB to a more premium, unique and profitable steel company, ready for the future
- The potential to lift Group EBITDA is significant with future EBITDA 'over the cycle' +9 SEK billion
- Financial capacity to carry out investments and maintain dividend policy





Johnny Sjöström President & CEO



### Key takeaway's

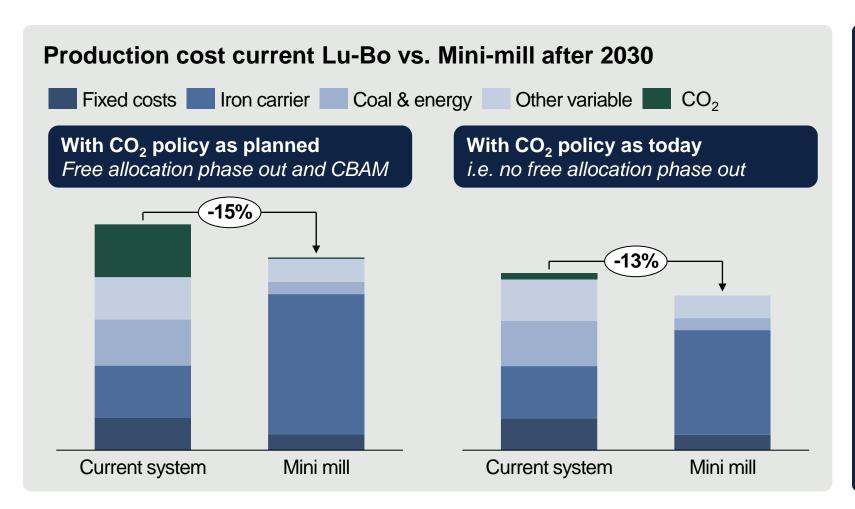
- SSAB is a world leading steel company
  - All Divisions performing better than peers with potential to strengthen profitability and resilience. Track record of delivering on financial targets
- Macro trends moving in our direction
  - Lightweighting, productivity, regionalization, and sustainability
- Accelerate premium leadership and deliver superior returns
- Advanced steel grades, value-add services and solutions and decarbonized steels. The potential to lift Group EBITDA – 'over the cycle' +9 SEK billion
- Balanced investment strategy
- Investment program will reposition SSAB to a more premium. Financial capacity to carry out investments and maintain dividend policy



# Appendix



# Backup | Robust cost improvement independent of CO<sub>2</sub>



- 15% cost benefit with mini-mill with planned CO<sub>2</sub> policies, driven by lower fixed and logistics costs with mini-mill and avoidance of CO2 costs
- Similar cost benefit with policies as today (-13%), as scrap prices would remain tied to current blast furnace-based costs

