Securities Code: 5411.T



JFE Group

Financial Results through Third Quarter of Fiscal Year 2022 ending March 31, 2023

JFE Holdings, Inc. February 6, 2023



Key Points of today's Announcement

JFE

Results for 3Q of FY2022

Business profit in Apr-Dec of FY2022 was ¥231.0bn.

Forecast of FY2022

- Full-year business profit is expected to be ¥235.0bn. (decreased by ¥20.0bn. from previous forecast)
- Steel demand is expected to further decline under the previous forecast due to sluggish activity and reluctance to buy in domestic market and due to slow recovery in overseas market.
- Maintaining an emphasis on selling price, crude steel production volume is expected to decline from the previous forecast.
 Full-year crude steel production [stand alone]:
 Approx. 25.00Mt (previous forecast) ⇒ Approx.24.00Mt (Updated forecast)
- Profit of steel business is expected to decrease due to reducing crude steel production etc. (decreased by ¥15.0bn. from previous forecast) However, the spread improvement is expected to progress from the previous forecast due to initiatives for improving sales price.
- Profit of engineering business is expected to decrease due to losses from European construction projects. (decreased by ¥7.0bn. from previous forecast: ¥20.0bn. → ¥13.0bn.)
- Profit of trading business is expected to post a record profit of ¥60.0bn., as the previous forecast is.

Dividends

 JFE has decided to propose at its general meeting of shareholders a year-end dividend of 30 yen per share(annual:80yen)

Topics

 Consideration of expand manufacturing facilities for non-oriented electrical steel sheet



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- Dividends
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- > Topics

Appendix 1: Profit/Loss Analysis

Appendix 2: Business Environmental Indicators, etc.

Appendix 3: The 7th Medium-Term Business Plan

Appendix 4: JFE Steel Carbon Neutrality Strategy Briefing (Excerpted)

This presentation material is for information and discussion purpose only.

Any statements in the presentation which are not historical facts are future projections based on certain assumptions and currently available information. Please note that actual performance may vary significantly due to various factors.

Consolidated Results through Third Quarter of Fiscal Year 2022 (April 1 to December 31, 2022)

Consolidated Financial Forecast for Fiscal Year 2022 (April 1, 2022 to March 31, 2023)



Financial Results through Third Quarter of Fiscal Year 2022

JFE

Business profit in Apr-Dec of FY2022 was ¥231.0bn.

(decreased by ¥91.8bn. year-on-year)

(billion yen)	FY2	2021	FY2	Change	
(Simon yen)	Oct-Dec	Apr-Dec	Oct-Dec	Apr-Dec	Apr-Dec
Revenue	1,154.4	3,097.3	1,344.2	3,908.5	811.2
Business Profit [Excluding Inventory Valuation etc.]	123.9 [26.9]	322.8 [135.8]	43.1 [44.1]	231.0 [116.0]	(91.8) [(19.8)]
Finance Income/Costs	(2.9)	(8.5)	(4.2)	(10.9)	(2.4)
Segment Profit	121.0	314.2	38.8	220.0	(94.2)
Exceptional Items	(10.4)	(10.4)	(6.2)	(6.2)	4.2
Profit before Tax	110.6	303.8	32.5	213.8	(90.0)
Tax Expense and Profit (Loss) Attributable to Non-Controlling Interests	(28.3)	(80.7)	(11.8)	(69.8)	10.9
Profit Attributable to Owners of Parent	82.2	223.0	20.6	143.9	(79.1)

Business profit is profit before tax excluding financial income and one-time items of a materially significant value. Segment profit is profit including financial income in business profit.



Financial Results through Third Quarter of Fiscal Year 2022 (by Segment)

JFE								
	(billion yen)	FY2	021	FY2	022	Change		
		Oct-Dec	Apr-Dec	Oct-Dec	Apr-Dec	Apr-Dec		
	Steel Business	832.8	2,243.2	986.9	2,905.9	662.7		
	Engineering Business	129.8	359.1	130.9	349.9	(9.2)		
	Trading Business	329.8	873.7	383.6	1,133.8	260.1		
	Adjustments	(137.5)	(378.6)	(157.2)	(481.1)	(102.5)		
Revenue		1,154.4	3,097.3	1,344.2	3,908.5	811.2		
Business Profit (A)		123.9	322.8	43.1	231.0	(91.8)		
Finance Income/Costs (B)		(2.9)	(8.5)	(4.2)	(10.9)	(2.4)		
	Chaol Dunings	02.5	252.0	24.0	170.0	(02.0)		

	00001 200111000	032.0	2,21312	30013	2/30313	002.7
	Engineering Business	129.8	359.1	130.9	349.9	(9.2)
	Trading Business	329.8	873.7	383.6	1,133.8	260.1
	Adjustments	(137.5)	(378.6)	(157.2)	(481.1)	(102.5)
R	evenue	1,154.4	3,097.3	1,344.2	3,908.5	811.2
Вι	usiness Profit (A)	123.9	322.8	43.1	231.0	(91.8)
Finance Income/Costs (B)		(2.9)	(8.5)	(4.2)	(10.9)	(2.4)
	Steel Business	93.5	252.0	21.8	170.0	(82.0)
	Engineering Business	10.2	21.3	1.7	(2.1)	(23.4)
	Trading Business	16.2	41.9	15.1	55.7	13.8
	Adjustments	1.0	(1.0)	0.1	(3.5)	(2.5)
Segment Profit		121.0	314.2	38.8	220.0	(94.2)
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Financial Forecast for Fiscal Year 2022

> Full-year business profit is expected to be **¥235.0bn**. (decreased by ¥20.0bn. from previous forecast, decreased by ¥181.4bn. year-on-year)

(billion yen)	FY2021 Actual	FY2022 Forecast (Previous)	Fore	FY2022 cast(Upda	ted)	Change FY2021→ FY2022 (Updated)	Change Previous →Updated
	Full Year	Full Year	1H (Apr-Sep)	2H (Oct-Mar)	Full Year	Full Year	Full Year
Revenue	4,365.1	5,260.0	2,564.3	2,635.7	5,200.0	834.9	(60.0)
Business Profit [Excluding Inventory Valuation etc.]	416.4 [222.4]	255.0 [173.0]		47.1 [90.1]	235.0 [162.0]	(181.4) [(60.4)]	(20.0) [(11.0)]
Finance Income/Costs	(11.6)	(15.0)	(6.6)	(8.4)	(15.0)	(3.4)	0.0
Segment Profit	404.8	240.0	181.2	38.8	220.0	(184.8)	(20.0)
Exceptional Items	(16.2)	-	-	(6.2)	(6.2)	10.0	(6.2)
Profit before Tax	388.5	240.0	181.2	32.6	213.8	(174.7)	(26.2)
Tax Expense and Profit (Loss) Attributable to Non-Controlling Interests	(100.4)	(85.0)	(57.9)	(5.9)	(63.8)	36.6	21.2
Profit Attributable to Owners of Parent	288.0	155.0	123.2	26.8	150.0	(138.0)	(5.0)

Business profit is profit before tax excluding financial income and one-time items of a materially significant value. Segment profit is profit including financial income in business profit.



Financial Forecast for Fiscal Year 2022 (by Segment)

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(億円)		FY2021 Actual	FY2022 Forecast (Previous)	Fore	FY2022 ecast(Upda	ted)	Change FY2021→ FY2022 (Updated)	Change Previous →Updated
		Full Year	Full Year	1H (Apr-Sep)	2H (Oct-Mar)	Full Year	Full Year	Full Year
	Steel Business	3,173.4	3,960.0	1,918.9	1,941.1	3,860.0	686.6	(100.0)
	Engineering Business	508.2	520.0	219.0	301.0	520.0	11.8	0.0
	Trading Business	1,231.7	1,490.0	750.2	739.8	1,490.0	258.3	0.0
	Adjustments	(548.3)	(710.0)	(323.9)	(346.1)	(670.0)	(121.7)	40.0
Re	venue	4,365.1	5,260.0	2,564.3	2,635.7	5,200.0	834.9	(60.0)
Bus	iness Profit (A)	416.4	255.0	187.9	47.1	235.0	(181.4)	(20.0)
Fina (B	ince Income/Costs)	(11.6)	(15.0)	(6.6)	(8.4)	(15.0)	(3.4)	0.0
	Steel Business	323.7	165.0	148.2	1.8	150.0	(173.7)	(15.0)
	Engineering Business	26.0	20.0	(3.9)	16.9	13.0	(13.0)	(7.0)
	Trading Business	55.9	60.0	40.6	19.4	60.0	4.1	0.0
	Adjustments	(0.9)	(5.0)	(3.6)	0.6	(3.0)	(2.1)	2.0
Se (A+I	gment Profit	404.8	240.0	181.2	38.8	220.0	(184.8) 23 JFE Holdings, Inc. All	(20.0)

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Demand for steel and Crude steel production

JFE

Due to the postponement of domestic demand in the residential & civil engineering construction sectors and continued weakness in overseas steel demand & market, Standalone crude steel production is expected to be approx. 24Mt, down 1Mt from previous forecast.

Aug. 2022 announcement

Sales environment

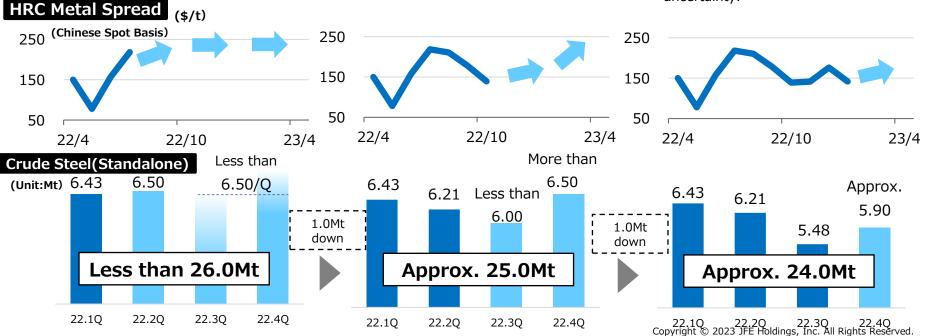
- •Parts supply constraints in the domestic auto sector are expected to ease gradually.
- •Despite sluggish domestic demand due to the zero-COVID policy in China, overseas demand and market are expected to recover for the second half of the year due to economic stimulus measures by Government of China.

Nov. 2022 announcement

- The recovery of activity levels in the domestic auto sector delays than the previous forecast.
- China's economic is weak and demand for construction is postponed in emerging countries.
 Recovery in overseas demand and market due to economic stimulus measures in China is expected to be delayed to the fourth quarter.

Feb. 2023 announcement (This Time)

- Due to the rising cost of materials, demand is postponed, especially in the domestic housing, civil engineering and construction sectors.
- Demand for overseas steel products and market conditions remain weak in the fourth quarter due to economic uncertainty.



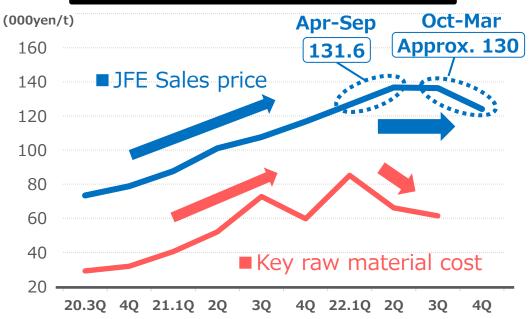


Initiatives for Improving Sales Price

JFE

- ➤ In the 2H of FY2022, overseas steel market price and Key raw material cost declined due to sluggish steel demand.
- Further sales price improvement is expected due to the reflections of metal and commodity costs*, overhaul of extra pricing, and enhancing sales price to the sustainable level. *Including foreign exchange effect, scrap, metal, fare, energy, etc.
- ➤ The spread in 2H of FY2022 is expected to increase by ¥87.0bn. (+8,100yen/t) from 1H of FY2022 and increase by ¥28.0bn.(+2,600yen/t) from the previous forecast.

Average Sales Price / Key Raw Material Cost



Initiatives of Improve our Sales Price

- Quick reflection of raw material cost to sales price
 - Make effort to quickly and steadily pass on the cost increase of key raw materials to the sales prices.
- Overhaul of extra pricing

Already realized some part of extra revision. Accelerate overhaul to modify the extra pricing which is inappropriate to the current status.

 Sales price improvement to the sustainable level

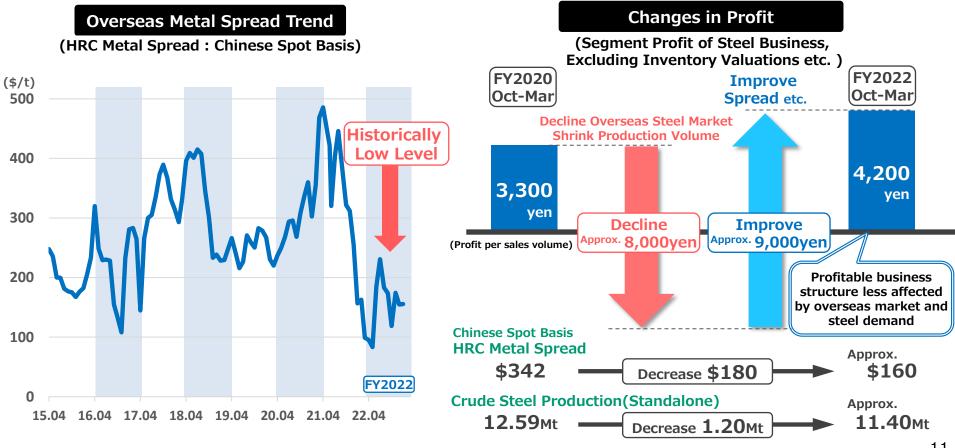
Improve sales prices to the sustainable level even among the long-term/continuous contracts if the margin is not enough.



Maintaining Profit in a Tough Business Environment

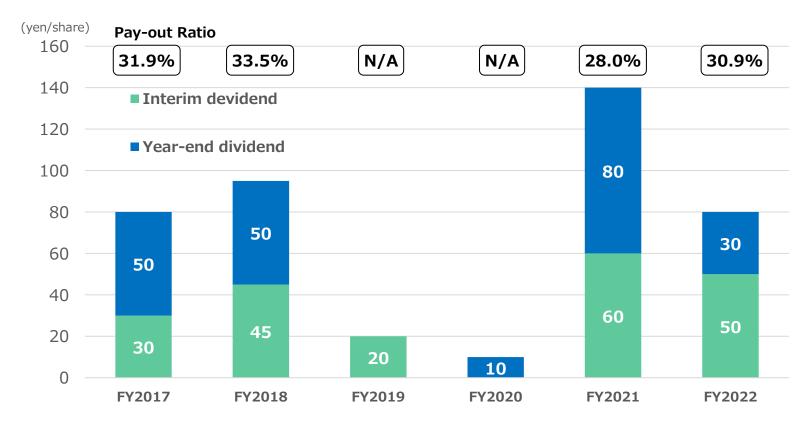
JFE

- ➤ In 2H of FY2022, overseas metal spread is significantly declined, and production volume shrunk.
- The establishment of a stable and profitable business structure that is less affected by overseas steel market conditions and steel demand is progressing, amid enhancing profit due to initiatives of improving the spread etc..



Dividend

> JFE Holdings has decided to propose at its general meeting of shareholders a year-end dividend of 30 yen per share, which would bring the annual dividend of 80 yen per share.



JFE Steel Financial Results through Third Quarter of Fiscal Year 2022 and Financial Forecast for Fiscal Year 2022



Financial Forecast through Fiscal Year 2022

		FY2021	Actual		FY2022 Updated Forecast			FY2022	
	Unit	Apr-Dec Actual	Full Year	1H Actual	3Q Actual	4Q Forecast	2H	Full Year	Previous Forecast (Full Year)
Revenue	billion yen	2,243.2	3,173.4	1,918.9	986.9	954.2	1941.1	3,860.0	3,960.0
Segment Profit	billion yen	252.0	323.7	148.2	21.8	(20.0)	1.8	150.0	165.0
Excluding Inventory Valuation etc.*	billion yen	65.0	129.7	32.2	22.8	22.0	44.8	77.0	83.0
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Crude Steel (Standalone)	Mt	19.20	25.88	12.64	54.8	Approx. 59.0	Approx. 11.40	Approx. 24.00	Approx. 2,500
Crude Steel (Consolidated)	Mt	20.24	27.26	13.37	58.1	Approx. 62.0	Approx. 12.00	Approx. 25.40	
Shipment (Standalone)	Mt	16.46	22.38	10.86	52.5	Approx. 55.0	Approx. 10.80	Approx. 21.60	
Export Ratio on Value Basis (Standalone)	%	46.2	45.5	46.7	41.0	Approx.41	Approx.41	Approx. 44	
Average Sales Price (Standalone)	00 0 yen / t	99.0	103.7	131.6	136.3	Approx. 124	Approx.	Approx.	
Exchange Rate	¥/\$	111.0	112.1	131.6	144.0	Approx. 131	Approx. 137	Approx. 135	Approx.

^{*} Excluding inventory valuation, carry over of raw materials and foreign exchange valuation from segment profit



82.0Bn. Yen Decrease in JFE Steel's Segment Profit (FY2021 Apr-Dec vs. FY2022 Apr-Dec)

					(billion ye	en)
JFE Steel	FY2021		FY2022	1	Change	
Ji L Steel	Apr-Dec	1H	3Q	Apr-Dec	Charige	
Segment Profit	252.0	148.2	21.8	170.0	(82.0)	
Excluding Inventory Valuation etc.	65.0	32.2	22.8	55.0	(10.0)	
1. Cost	• Cost reduction progress despite Chiba refit					
2. Volume and Mix	(1	8.0) · Volu	me -20.0, Mix +	2.0		
3. Sales and Raw materia	ls +18	32.0 mair			on of high prices of er commodities in	
4. Foreign exch effects on tra	- 1 /	5.0) • 1USI	D=111.0yen→1l	JSD=135.7yen		
5. Inventory valuation	(7	 • Inventory valuation-26.0 (+123.0→+9.0 (+60.0→+1.0) • Carry over-59.0 (+60.0→+1.0) • Foreign exchange valuation+13.0(+4.0) 			,	
6. Others	(10		ip companies-51 gy prices-36.0, o			1

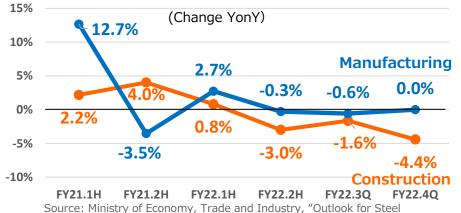


Current Business Environment (Domestic)

Domestic demand in the residential and civil engineering construction sectors is the postponed and some **customer's production activity is slowing** due to a slowdown in overseas economies.

The level of activity in the auto sector is slightly behind the previous forecast but is improving.

[Outlook for Domestic Ordinary Steel Consumption]



Consumption" 24 December 2022. (FY2022.1H and after is estimated results)

[Outlook for Domestic Auto Production]



(Trend by Sector)

Auto- mobile	 Demand remains strong and there is a large backlog of orders. Restrictions on the supply of semiconductors and other components are gradually ease and the level of activity is expected to improve in the future. 							
Ship- building	 Negotiation of new shipbuilding is deadlocked, however the contract balance still remains for two years. The current level of activity is expected to remain stable over the next two to three years, although there are soaring materials prices and labor shortages. 							
Other manufacturing	 Orders for industrial machinery have slowed due to the global economic slowdown. The level of activity in construction equipment is strong. The impact of declining housing investment in North America should be closely watched. Demand for steel materials is almost flat compared to the previous year. 							
Building	 In the non-residential use, large projects such as distribution warehouses and semiconductor factories are steady, but small and medium-sized projects are still sluggish. In residential properties, the number of new housing starts has been sluggish due to soaring materials prices. Demand for steel materials decreased slightly from the previous year. 							
Civil engineering	• In the public sector, a high level of budget has been secured, but delays have become apparent due to design reviews caused by soaring materials prices. Demand for steel materials decreased slightly from the previous year.							



Current Business Environment (Overseas)

JFE

- > With weak domestic demand in China and the outlook uncertain in Europe and US due to the slowdown of economies, demand for steel overseas is currently weak and there were moves to adjust inventories.
- The supply and demand for steel products and market conditions are expected to improve in the future due to the economy recovery with a round of inventory adjustment, China's lifting of the zero-COVID policy and support measures for the real estate sector. Moderate improvement are seen recently.

[crude steel production and steel exports in China] Annual crude steel production (per month) Crude steel production(per month) 2020: 1,056 million tons (88) 2021: 1,034 million tons (86) 2022: 1,011 million tons (84) (Mt) 97 93 Avg(2021) 90 86Mt/month (Mt) 90 90 84Mt/month 84 80 82 81 78 77 76 70 Steel exports 60 10-12 1-3 4-6 7-9 10-12 1-3 4-6 7-9 10-12 2021 2020 2022 [China : Steel market price] 800 700 **HRC** 600 **Price** 500 **%HRC Price: Average price** Sign of a reversal in 5 cities in China 400 20.1 20.7 22.1 22.7 21.1 21.7 23.1

[Real GDP Growth Forecast in 2023]

(Arrows indicate changes from the previous forecast)						
	World	US	China	India	ASEAN-5	
2022 Estimate	3.4%	2.0%	3.0%	6.8%	5.2%	
Oct. 2022 Forecast	2.7%	1.0%	4.4%	6.1%	4.5%	
Jan. 2023 Forecast	2.9%	1.4%	5.2%	6.1%	4.3%	

Source: IMF World Economic Outlook Update October 14, 2022, January 31, 2023

[Trend by Sector]

*ASEAN5:
Thailand, Malaysia, Indonesia,
Philippine, and Singapore

	Thin Sheet	 Demand was generally weak due to weak real estate market in China, inventory adjustment due to uncertainty about the future, and postponement of building demand in emerging countries due to weak currency and insufficient foreign exchange reserves. A recovery is expected in the future, and moderate improvement was seen recently. 				
	Auto mobile	 Demand remains firm and production levels gradually recover as supply constraints ease. In Europe, production and sales were sluggish due to the situation in Ukraine and inflation. 				
	Ship Building	•Chinese and South Korean shipbuilding companies secured stable contracts balance by increasing new construction orders. •It is assumed that there will be a delay in construction due to a shortage of works but there will be no significant impact.				
ا	Energy	•WTI crude oil prices remain in high range. Development of alternatives to Ricrude oil and gas has progressed mainly in North America and the Middle East. •Inquiries increased mainly for high chromium seamless steel pipes.				



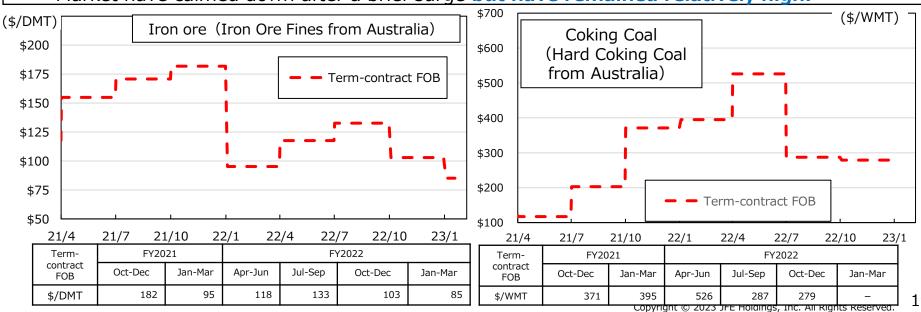
Raw materials (Steel Business)

Key raw material

- Iron ore bottomed out at the end of October 2022 and has been on an uptrend mainly due to expectations of a recovery in demand for steel products following China's easing of its zero-coronavirus policy.
- Coking coal prices are on a downward trend from their recent peak due to the recent deterioration in overseas steel prices, but it remain in the high range, and is expected to continue at current levels.
- The effects of reduced supplies due to weather in Australia and Brazil, which have entered the rainy season, and China's partial lifting of import restrictions on Australian coal should be closely watched.

Metal and scrap

Market have calmed down after a brief surge but have remained relatively high.





15.0bn. Decrease in JFE Steel's Segment Profit (FY2022 (Previous Forecast) vs. FY2022(Updated Forecast))

			(billion yen)			
JFE Steel	FY2022 Previous Forecast	FY2022 Updated Forecast	Change			
Segment Profit	165.0	150.0	(15.0)			
Excluding Inventory Valuation etc.	83.0	77.0	(60)			
1. Cost	(10.0)	Cost increases due to pro	oduction reduction			
2. Volume and Mix	(20.0)	• Volume -20.0				
3. Sales and Raw materials	+20.0 a	 Reflect high prices of main raw materials, metals, and other commodities quickly in selling prices to further improve spreads 				
4. Foreign exchange effects on trade	+14.0	• 1USD=138yen(about)→1USD=135yen(about				
5. Inventory valuation	(9.0) ·	 Inventory valuation+12.0 (+72.0→+84.0) Carry over-6.0 (-19.0→-25.0) Foreign exchange valuation-15.0 (+29.0→+14. 				
6. Others		Group companies-6.0Energy prices -6.0, etc.				



173.7Bn. Decrease in JFE Steel's Segment Profit (FY2021 (Actual) vs. FY2022 (Forecast))

			(billion yen)			
JFE Steel	FY2021 Actual	FY2022 Forecast	Change			
Segment Profit	323.7	150.0	(173.7)			
Excluding Inventory Valuation etc.	129.7	77.0	(52.7)			
1. Cost	 Positive: Promote cost reductions Negative: Chiba No.6 blast furnace refit and cost increases due to production reduction. 					
2. Volume and Mix	(30.0) · ·	(30.0) · Volume -35.0, Mix +5.0				
3. Sales and Raw materials	+220.0 p	mprove spreads due to rices of main raw mate ommodities in selling p	rials, metals, and other			
4. Foreign exchange effects on trade	(91.0) · 1	USD=112.1yen→1USD	=135yen(about)			
5. Inventory valuation	$(121.0) \cdot 0$	 Inventory valuation -76.0 (+160.0→+84.0) Carry over-48.0 (+23.0→-25.0) Foreign exchange valuation+3.0 (+11.0→+14 				
6. Others		roup companies-73.5 nergy prices -51.0, etc				

• Energy prices -51.0, etc.



146.4Bn. Yen Decrease in JFE Steel's Segment Profit (FY2022.1H vs. FY2022.2H)

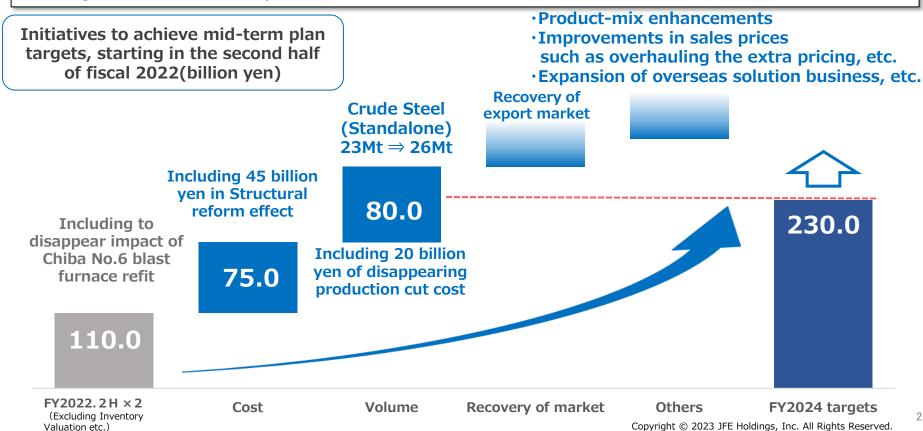
(billion yen)

755 CI	FY2022 Forecast						
JFE Steel	1H Actual	2H Forecast	Full Year				
Segment Profit	148.2	1.8	150.0	(146.4)			
Excluding Inventory Valuation etc.	32.2	44.8	77.0	7.6			
1. Cost	(10.0)	Positive: Promote cost reductions Negative: Chiba No.6 blast furnace refit and increases due to production reduction.					
2. Volume and Mix	(21.0)	• Volume -24.0, Mix +3.0					
3. Sales and Raw materials	+117.0	 Reflect high prices of main raw materials, metals, and other commodities quickly in selling prices to further improve spreads 					
4. Inventory valuation	(159.0)	 Inventory valuation -80.0 (+82.0→+2.0) Carry over-35.0 (+5.0→-30.0) Foreign exchange valuation-44.0(+29.0→-15.0) 					
5. Others	(73.4)	 Foreign exchange valuation 44.0(123.0 > 13.0 Foreign exchange effects on trade -9.0 (1USD=131.6yen→1USD=137yen(about) Group companies-25.0 Energy prices -21.0, etc. 					



Initiatives toward achieving the 7th mid-term plan from 2nd half of FY2022

- > In the second half of FY2022, segment profit excluding Inventory Valuation etc.(including Disappear impact of Chiba No.6 blast furnace refit) in the steel business is expected to be about 110 billion yen on an annual basis.
- > We will implement various measures, including the Shut down of upstream facilities in Keihin planned for next fiscal year, and aim to exceed the performance target of 230 billion yen in FY2024.



JFE Engineering Financial Forecast for Fiscal Year 2022



Financial Forecast for Fiscal Year 2022

JFE

Current Business Environment/Overview of Financial Status

- Orders remain strong, but losses from European construction projects have been significant.
- Full-year segment profit is expected to fall to ¥13.0bn. (decrease by ¥7.0bn. from previous forecast)

Financial Forecast	FY2021 Actual		FY2022 Forecast (Updated)		FY2 →FY	ange 2021 (2022 I forecast)		FY2022 Forecast (Previous)	
(billion yen)	2H F	ull Year	2H	Full Year	2H	Full Year	2H	Full Year	
Orders	253.5	505.8	264.0	550.0	10.5	44.2	264.0	550.0	
Revenue	278.9	508.2	301.0	520.0	22.1	11.8	301.0	520.0	
Segment Profit	14.8	26.0	16.9	13.0	2.1	(13.0)	23.9	20.0	

Compared to previous forecast (segment profit)

<Full-year (7.0)> Loss on constructions in Europe (5.5)

- Cost increases due to construction delays caused by shortages of materials/equipment and manpower resulting from the prolonged situation in Ukraine.
- Delay in obtaining additional fees from customers (Delay for next fiscal year and beyond)

Rising price of rising price of utilities (1.5)

 \cdots (2.0)

JFE Shoji Financial Forecast for Fiscal Year 2022



Financial Forecast for Fiscal Year 2022

Current Business Environment/Overview of Financial Status

Full-year segment profit is expected to be **¥60bn**. (As the previous forecast is, increased by ¥4.1bn. year-on-year)

Financial Forecast

	FY2021	. Actual	FY2022 Forecast (Updated)		Change FY2021 →FY2022 (Updated forecast)		FY2022 Forecast (Previous)	
(billion yen)	2H	Full Year	2H	Full Year	2H	Full Year	2H	Full Year
Revenue	687.3	1,231.7	739.8	3 1,490.0	52.5	5 258.3	739.8	1,490.0
Segment Profit	30.3	55.9	19.4	1 60.0	(10.9) 4.1	19.4	60.0

Topics



Consideration of expand manufacturing facilities for non-oriented electrical steel sheet

As the electrification of automobiles accelerates with the strengthening of environmental regulations worldwide, the demand for high-grade non-oriented electrical steel sheet(N/O) for the main engine motors of electric vehicles will rapidly increase. Therefore, supply and demand are expected to tighten.

Regulations for automobiles (electrification)

Europe: Ban sales of gasoline vehicles 2025: Norway 2030: UK 2035: EU Member Japan: Promote **States** electrification **US:Promote** Zero sales of gasolineelectrification only cars from 2035 √2030: 50% of all electric cars China: Shift to new energy vehicles and HEVs 2025: At least 50% 2030: At least 40% **India: Promote** 2035: At least 50% shift to EVs 30% by 2030 **ASEAN: Promote EVs**

Thailand 2030: 30% of production are EVs

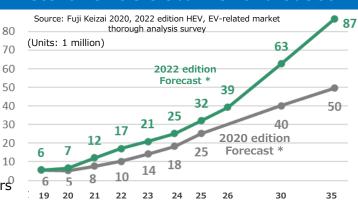
Indonesia 2030: EV sales:600touzand

2035: 69% of sales are EVs/PHEVs

2035: Sales of gasoline-powered vehicles

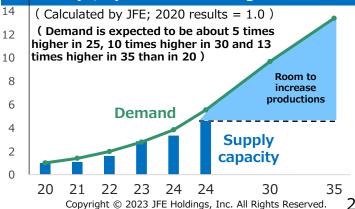
banned (all vehicles to be EVs)

Electric Vehicle Global Demand Outlook



*20 edition forecast: Estimate in 20 and forecast thereafter. 22 edition forecast: Estimate in 22 and forecast thereafter.

Prediction of global demand and supply of high-grade non-oriented electrical steel sheet(N/O) for the main engine motors





Consideration of expand manufacturing facilities for nonoriented electrical steel sheet

- We are considering further capacity expansion of non-oriented electrical steel sheet(N/O) in response to increased demand. (Plan; starting operation in fiscal 26, with top grade N/O for the main engine motors of electric vehicle 3 times higher than the current level)
- In anticipation of increased global demand, we will continue to consider increasing our supply capacity in Japan and overseas.



Expand manufacturing facilities for nonoriented electrical steel sheet (N/O) in Kurashiki district

Apr.21 Release	
Total investment	Approx. 49 billion yen
Operation start	First half of FY2024
Production capacity	Double current production capacity for high-grade non-oriented electrical steel sheets
Feb. 23 Release	
Total investment (plan)	Approx. 50 billion yen
investment	Approx. 50 billion yen FY2026

Aim of the main engine motors of electric vehicles

- **○Higher efficiency** (improve electricity)
- -- > More cruising distance and save battery usage
- **♦ High speed rotation and high power**
- -- > Downsizing and weight reduction



Performance Requirements for non-oriented electrical steel sheet and JFE's efforts

Low iron loss

The challenge is to be compatible

High magnetic flux density

The challenge is to be compatible

High Strength

JFE's original technology achieves all required performance in high dimensions. (Top Grade N/O)

In addition to our product development and production technology capabilities, we can use the Group's extensive supply chain to increase production and sell top-grade N/O.₃₀

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DX Report

JFE

➤ We have published 「DX report 2022」 to describe JFE's initiatives for DX. Visit our company website.

*English version is coming soon.

<URL : https://www.jfe-holdings.co.jp/investor/library/dxreport/index.html>



Table of Contents

1. JFE's DX Strategy Direction

~Providing new added value~

2. Feature Story: Taking a New Step

- Collaboration among group companies and creation of synergy effect in O&M field of offshore wind-power generation business.
- > Transformation of existing business and creation of new business due to integrated management system of plant information and videos.
- Initiatives to secure and develop human resources to promote DX.

3. DX Initiatives in Each Business

Steel Business

Realization of blast furnace operation automation by Cyber Physical System(CPS) , Forging ahead with IT structural reforms etc.

Engineering Business

DX-related service package for boiler power plants "RODAS" etc.

Trading Business

Business transformation and creation by holding DX workshops etc.

4. Security Measures Digital Governance, Security Management etc.



Appendix(1) Profit/Loss Analysis



Main Financial Data

JHE 1-GAAP

J-GAAP	FY14	FY15	FY16	FY17	FY18
(bn. Yen, times)					
Ordinary Income	231.0	64.2	84.7	216.3	221.1
EBITDA	421.5	254.4	279.9	388.8	405.9
ROS	6.0%	1.9%	2.6%	5.9%	5.6%
ROE	7.7%	1.8%	3.7%	7.6%	8.3%
ROA	5.5%	1.7%	2.3%	5.2%	5.1%
Debt Outstanding	1,501	1,379	1,375	1,331	1,450
Debt/EBITDA Ratio	x3.6	x5.4	x4.9	x3.4	x3.6
D/E Ratio	59.0%	56.9%	51.4%	58.1%	62.0%
Profit attributable to owners of parent (yen/share)	241.6	58.4	117.8	250.8	285.0
Dividend (yen/share)	60	30	30	80	95
Pay-out Ratio	24.8%	51.4%	25.5%	31.9%	33.3%

	IFRS					
		FY18	FY19	FY20	FY21	'22 Forecast
	(bn. Yen, times)					
	Business profit	232.0	37.8	-12.9	416.4	235.0
╽	EBITDA *1	428.2	269.4	223.4	668.7	505.0
┇	ROS *2	6.0%	1.0%	-0.4%	9.5%	4.5%
╽	ROE *3	8.6%	-11.1%	-1.3%	15.7%	7.3%
	ROA *4	5.0%	0.8%	-0.3%	8.4%	4.4%
	Interest-bearing debt outstanding	1,524	1,814	1,806	1,849	1,950
	Debt/EBITDA multiple *5	x3.6	x6.7	x8.1	x2.8	x3.9
	D/E Ratio *6	68.2%	96.4%	93.2%	80.8%	75.0%
	Profit attributable to owners of parent (yen/share)	283.8	-343.4	-38.0	500.1	258.9
	Dividend (yen/share)	95	20	10	140	80
	Pay-out Ratio	33.5%	_	_	28.0%	30.9%

Notes [IFRS]

- *1 EBITDA = Business profit + Depreciation and Amortization
- *2 ROS = Business profit / Revenue
- *3 ROE = Profit attributable to owners of parent company / Equity
- *4 ROA = Business profit / Total assets
- *5 Debt/EBITDA ratio = Interest-bearing debt outstanding / EBITDA
- *6 D/E ratio = Interest-bearing debt outstanding / Equity attributable to owners of parent
 For debt having a capital component, a portion of its issue price is deemed to be capital, as assessed by rating agencies.



Main Financial Data and Performance & Profitability Targets

		7 th mid-term business plan FY2024		FY2020 Actual
	Business profit	¥320.0 billion		¥-12.9 billion
ated	Profit attributable to owners of the parent	¥220.0 billion		¥-21.8 billion
Consolidated	ROE	10%		-1.3%
Cons	Debt/EBITDA	About 3x		8.1x
	D/E*1	About 70%		93.2%
ng ies	Steel business Profit per ton*2 Segment profit	10,000 yen/ton ¥230.0 billion		-3,000 yen/ton ¥65.4 billion
Operating companies	Engineering business Segment profit Revenue	¥35.0 billion ¥650.0 billion	}	¥24.0 billion ¥485.7 billion
	Trading Business Segment profit	¥40.0 billion		¥20.0 billion
	Payout ratio	7 th mid-term business plan Around 30%		– (10 yen)

FY2022 Forecast	FY2021 Actual	FY2020 Actual
¥235.0 billion	¥416.4 billion	¥-12.9 billion
¥150.0 billion	¥288.0 billion	¥-21.8 billion
7.3%	15.7%	-1.3%
3.9x	2.8x	8.1x
75.0%	80.8%	93.2%
7,000 yen/ton ¥150.0 billion	14,000 yen/ton ¥323.7 billion	-3,000 yen/ton ¥65.4 billion
¥13.0 billion ¥520.0 billion	¥26.0 billion ¥508.2 billion	¥24.0 billion ¥485.7 billion
¥60.0 billion	¥55.9 billion	¥20.0 billion
30.9% (80 yen)	28.0% (140 yen)	_ (10 yen)

^{*1} For liabilities with equity subject to credit ratings, these equities reflect the evaluations of rating agencies

^{*2} Steel business profit per ton (consolidated segment profit / non-consolidated sales volume) Copyright © 2023 JFE Holdings, Inc. All Rights Reserved.



Progress of Cash Flow Improvements, Debt/EBITDA Ratio

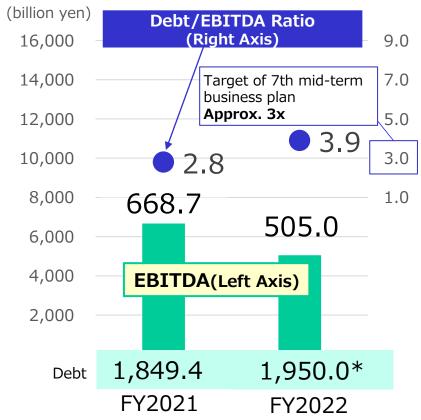
➤ At the end of FY2022, the Debt/EBITDA ratio is expected to be x3.9.

FY2022 (billion yen) Consolidated Cash Flow Forecast

Consolidated Cas	II I IOW I OI CCast
Cash-in	Cash-out
Net Profit	CAPEX &
150.0	Investments
Depreciation and Amortization 270.0	330.0
	Dividend Payment 75.0
Asset Compression 43.0 Debt 100.0	Working Capital etc. 158.0

^{*} Debt is expected to increase by ¥100 bn. from FY2021 to FY2022. It includes ¥25 bn. increase by foreign currency translation impact due to the yen depreciation.

Progress of Debt/EBITDA Ratio



[■] EBITDA = Business profit + Depreciation and Amortization

[■] Debt/EBITDA Ratio = Interest-bearing debt outstanding/EBITDA

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Financial Results for Third Quarter of Fiscal Year 2022

				FY2021				FY2022	
	Unit								
	Offic	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q
Revenue	billion yen	638.5	771.9	832.8	930.2	3,173.4	932.6	986.3	986.9
Segment Profit	billion yen	69.7	88.8	93.5	71.7	323.7	93.0	55.2	21.8
Excluding Inventory Valuation etc.*	billion yen	25.7	42.8	(3.5)	64.7	129.7	(23.0)	55.2	22.8
Crude Steel (Standalone)	Mt	6.25	6.45	6.49	6.69	25.88	6.43	6.21	5.48
Crude Steel (Consolidated)	Mt	6.59	6.80	6.85	7.02	27.26	6.77	6.59	5.81
Shipment (Standalone)	Mt	5.26	5.56	5.63	5.92	22.38	5.54	5.32	5.25
Export Ratio on Value Basis (Standalone)	%	43.2	49.3	45.9	43.6	45.5	48.5	45.0	41.0
Average Sales Price (Standalone)	000 yen/ t	87.6	101.0	107.6	116.7	103.7	126.7	136.7	136.3
Exchange Rate	¥/\$	109.8	110.0	113.1	115.3	112.1	126.5	136.6	144.0
Exchange Rate (End of Term)	¥/\$	110.6	111.9	115.0	122.4	122.4	136.7	144.8	132.7

^{*}Excluding inventory valuation, carry over of raw materials and foreign exchange valuation from segment profit



33.4Bn. Yen Decrease in JFE Steel's Segment Profit (FY2022.2Q (Actual) vs. FY2022.3Q (Actual))

							(t	<u>pillion yen)</u>
	JFE Steel	FY2022						
		1Q Actual	2Q Actual	3Q Actual	4Q Forecast	Full Year Forecast		Change
	Segment Profit	93.0	55.2	21.8	(20.0)	150.0		(33.4)
	Excluding Inventory Valuation etc.	(23.0)	55.2	22.8	22.0	77.0		(32.4)

1. Cost (5.0) Chiba No.6 blast furnace refit 2. Volume (16.0)• Volume-17.0 Mix+1.0 and Mix Improve spreads due to the reflection of high 3. Sales and +5.0 prices of main raw materials, metals, and other Raw materials commodities in selling prices • Inventory valuation -6.0 (+21.0 \rightarrow +15.0) 4. Inventory (1.0)• Carry over+28.0 (-32.0→-4.0) valuation • Foreign exchange valuation-23.0(+11.0 \rightarrow -12.0) Foreign exchange effects on trade -6.0 5. Others (16.4) $(1USD=136.6yen\rightarrow 1USD=144yen)$

• Group companies -10.0, etc.



41.8Bn. Yen Decrease in JFE Steel's Segment Profit (FY2022.3Q (Actual) vs. FY2022.4Q (Forecast))

(billion yen)

	FY2022						
JFE Steel	1Q Actual	2Q Actual	3Q Actual	4Q Forecast	Full Year Forecast		Change
Segment Profit	93.0	55.2	21.8	(20.0)	150.0		(41.8)
Excluding Inventory Valuation etc.	(23.0)	55.2	22.8	22.0	77.0		(0.8)

1. Cost	±0	
2. Volume and Mix	+11.0	• Volume+9.0、Mix+2.0
3. Sales and Raw materials	(5.0)	·Sluggish market due to overseas economic slowdown
4. Inventory valuation	(41.0)	 Inventory valuation -28.0 (+15.0→-13.0) Carry over-22.0 (-4.0→-26.0) Foreign exchange valuation+9.0(-12.0→-3.0)
5. Others	(6.8)	Increase in depreciation cost and other expenses etc.

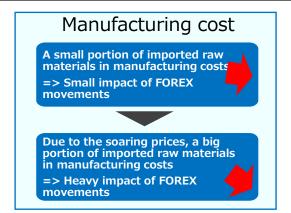


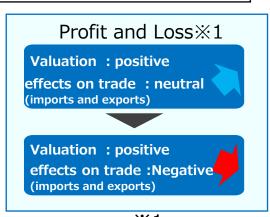
Impact of the depreciation of the yen(Steel Business)

JFE

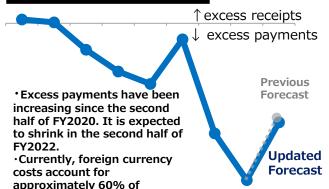
- Currently, the yen is trending toward appreciation, but compared to the past, the yen is still at a weaker level.
- The impact of foreign exchange effects on trade in FY2022 is expected to decrease by ¥91bn. (improve by ¥14bn. from previous forecast).
- We promote to reflect the impact of the depreciation of the ven to sales price by improving sales prices in the domestic market.











FY2020

FOREX balance of trade

manufacturing costs.

(FY2015 ~ FY2021: half-year basis)

※1 Valuation:

Translational FOREX Impact concerning foreign currency assets, liabilities and overseas Gr companies' profit.

effects on trade:

Impact of FOREX movements on foreign currency trade (imports and exports) on earnings.

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Shifting Focus from Quantity to Quality

(Progress of Structural Reform and Major CAPEX)

- JFE
 - > Steadily implementing structural reforms and capital investment to shift from quantity to quality.
 - ✓ August 2022: Shutdown of Tin Mills in Chiba was completed, and production of steel sheet for cans was consolidated in Fukuyama.
 - ✓ January 2023: Refit of No. 6 Blast Furnace in Chiba was completed.

	The state of the s	the contract of the contract o			
FY2022	FY2021	FY2022	FY2023	FY	′2024 ~
		` _	_		
		No.6 BF(Sep.	2022~Jan.2023	3)	
			To be shut down (~Sep. 2023)	reforr	of structural n and CAPEX
Instal	led new Continu	ious Re	To be shut down (~Sep. 2023) cinforce extra-thick steel	 Maintenance cost reduction Fixed cost reduction Product-mix enhancements etc. 	
		021) pl	fshore wind-power	Non-orie	FY24 Reinforce nted Electrical Steel Production Line
	Instal Casting	Kurashiki Refit No.4 BF(~Dec.202	Shutdown(Aug. 2 (No.2 Tandem Mill, No. Kurashiki Refit No.4 BF(~Dec.2021) Installed new Continuous Casting Machine (Jun.2021)	Shutdown(Aug. 2022) (No.2 Tandem Mill, No. 4 CAL, TFL) Kurashiki Refit No.4 BF(~Dec.2021) To be shut down (~Sep. 2023) To be shut down (~Sep. 2023) Installed new Continuous Reinforce extra-thick steel plate production line for first production line for first plate plate production line for first plate	Shutdown(Aug. 2022) (No.2 Tandem Mill, No. 4 CAL, TFL) Kurashiki Refit No.4 BF(~Dec.2021) To be shut down (~Sep. 2023) To be shut down (~Sep. 2023) ** Installed new Continuous Casting Machine (Jun.2021) Reinforce extra-thick steel plate production line for offshore wind-power 1 H of Non-ories

Shutdown of Tin Mills in Chiba

- August 2022: Shutdown of Tin Mills in Chiba was completed.
- Consolidation of manufacturing to Fukuyama and customer approval are progressing well.

Refit of No. 6 Blast Furnace in Chiba

- •Refit began in Sept. 22, and a blow-in was carried out in Jan. 23.
- Facility enhancements such as furnace stabilization and Cyber Physical Systems improvements are also planned.
- •Investment: 43 billion yen/Furnace capacity after refit: 5,153m²



Grain-Oriented Electrical-Steel-Sheet, Trading Business

JFE

Steel Business



To conduct FS of grain-oriented electrical-steel-sheet JV with JSW in India

JFE Steel signed a memorandum of understanding to conduct a feasibility study with JSW, JFE's strategic alliance-partner in India, regarding establishing a G/O manufacturing and sales joint-venture-company in India.

<Demand forecast of G/O>

Demand for G/O, which are used for the iron cores of power transform, is expected to grow globally amid continuous increase in demand for electric power and expansion of reusable energy. (Economic growth in India is estimated to boost its local demand for electric power.)

(Electricity Needs in India) 180% 160% ≒ equivalent to an annual Index (2019=100%) increase of 4% 160% (Largest in the world) India 140% South east Asia 120% China Africa 100% **European Union United States** 80% 2025 2030 2019

Trading Business

Establish No.1 global distribution and processing system of electrical steel sheet market

Promote the investment to capture the growth demand for in-vehicle motors and transformers inside and outside Japan.



Decided expansion of capacity to manufacture in-vehicle motor core products.

- · China Jiangsu JFE Shoji Steel Products Co., Ltd. Nov, 2021
- · Japan JFE Shoji Electrical Steel Co.,LTD.

Apr, 2022 Jul, 2022

· USA JFE Shoji Steel America Inc.

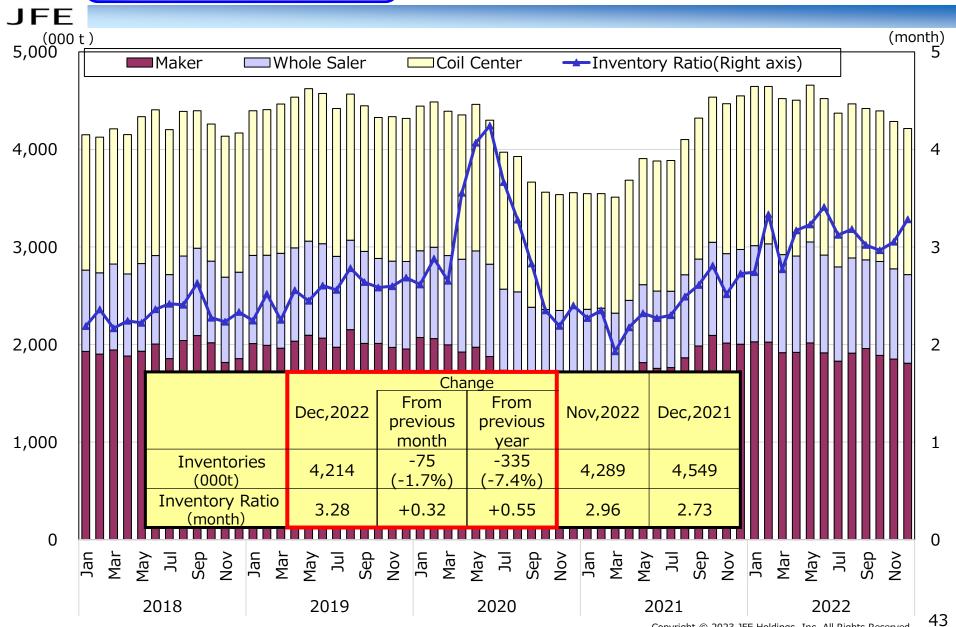
Appendix(2) Business Environmental Indicators, etc.

JFE Steel



Domestic Market Environment

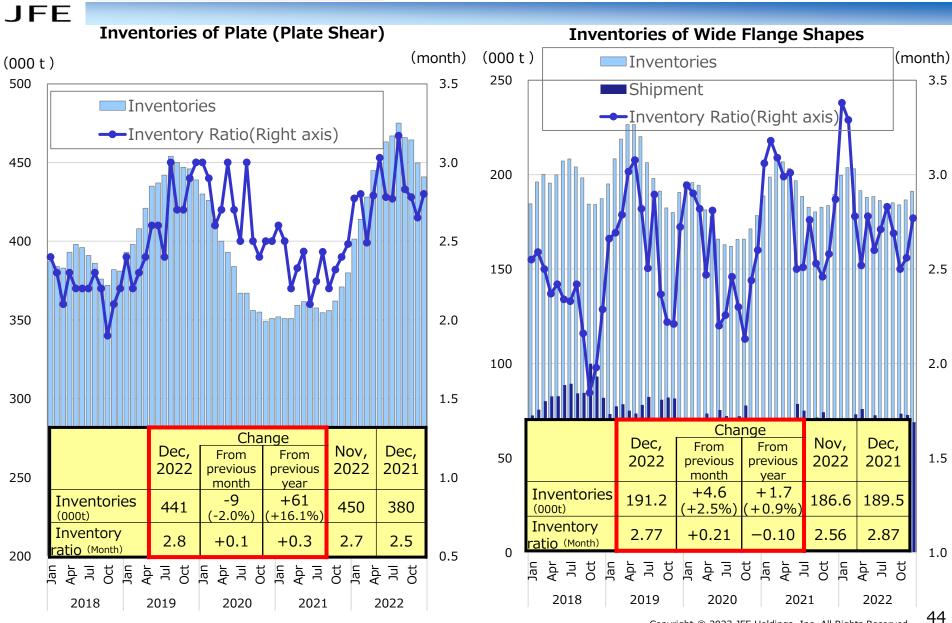
Combined Inventories of HR, CR and Coated Steel Sheet





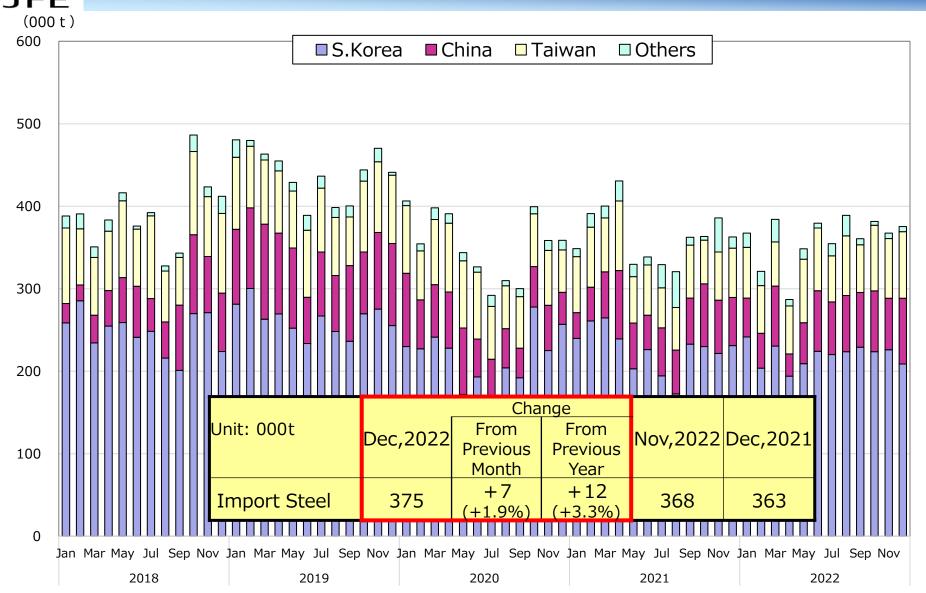
Domestic Market Environment

Inventories of Plate (Plate Shear) and Wide Flange Shapes



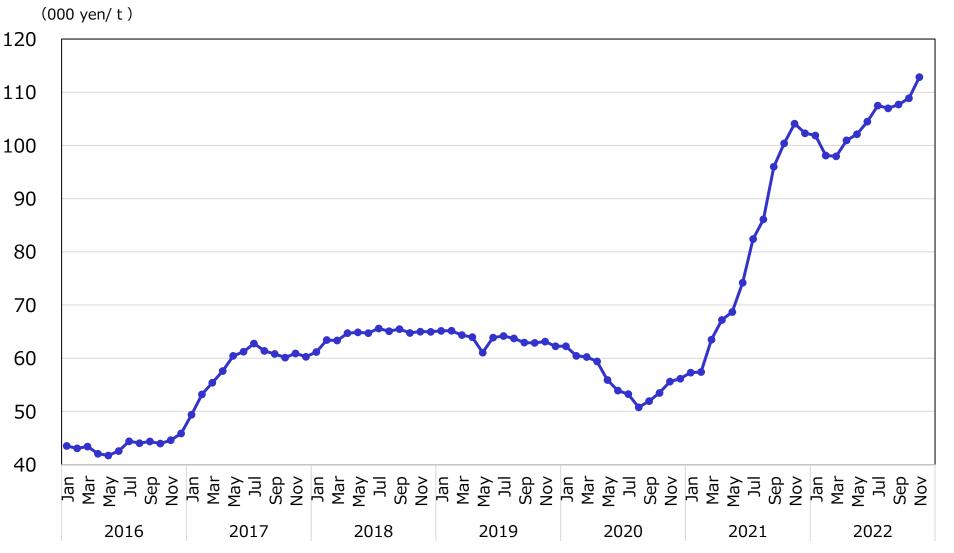


Trend of Import Steel (Ordinary Steel)



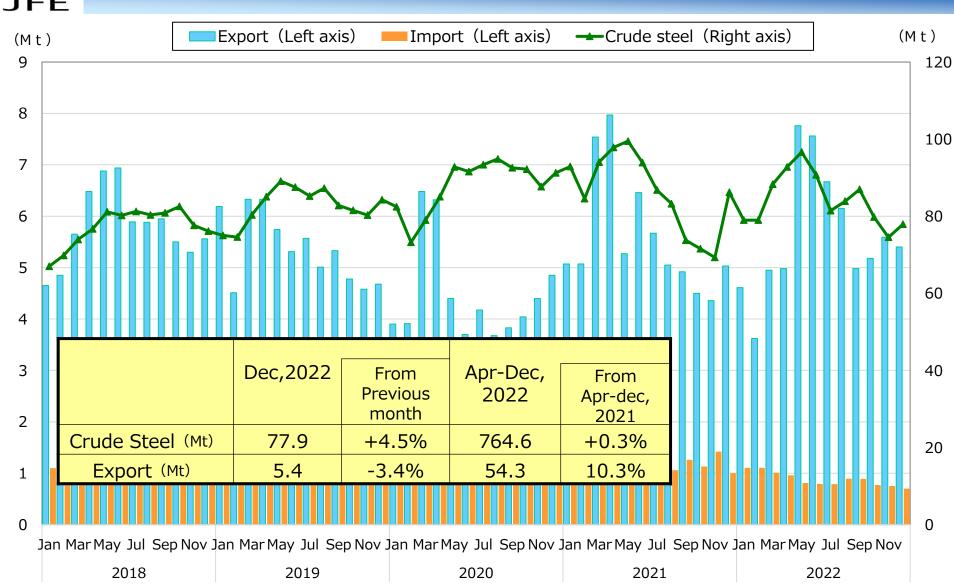


Price Trend of Import Steel



Data: The Japan Iron and Steel Federation Import Steel from S. Korea

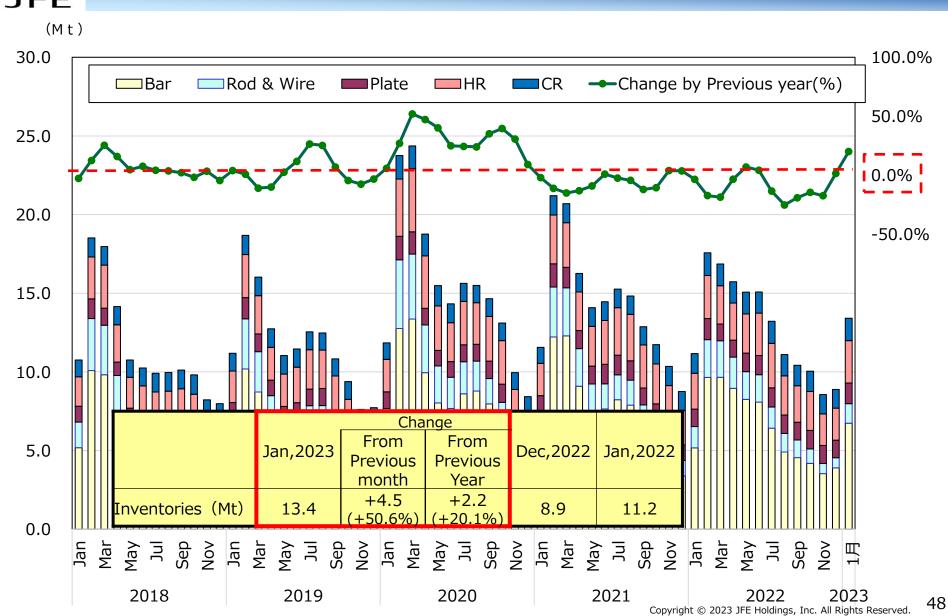
Crude Steel & Im/Export, China





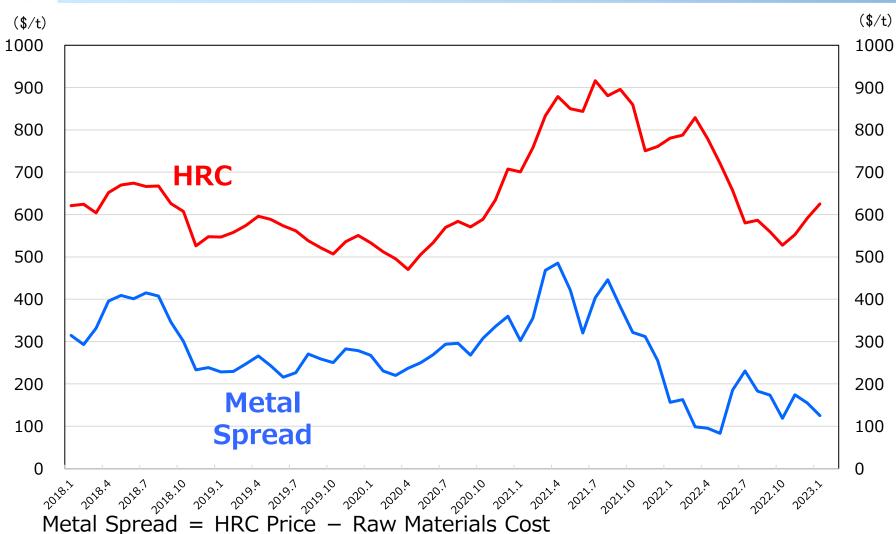
Overseas

Market Environment Inventories in China by Product





Metal Spread Trend (Chinese Spot Basis)



*HRC Price: Chinese Spot basis

Raw Materials Cost: Calculated from market price of Iron Ore and Hard Coking Coal



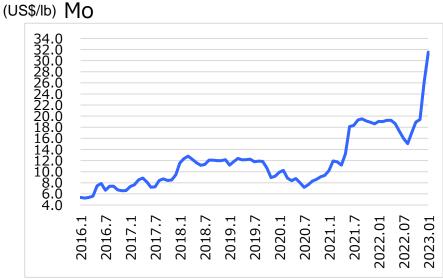
Raw Materials

Trend of Sub Material's Market Price





(US\$/t)FeMn 2,600 2,200 1,800 1,400 1,000 600 2017.1 2018.1 2017.7 2018.7 2019.1 2019.7 2020.1 2021.7 2021.1 2020.7 2022.01 2022.07 2023.01

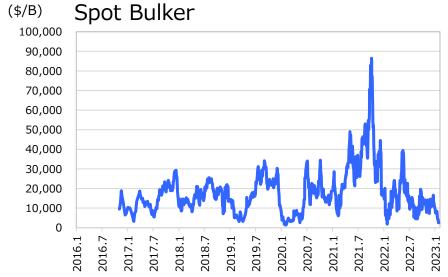


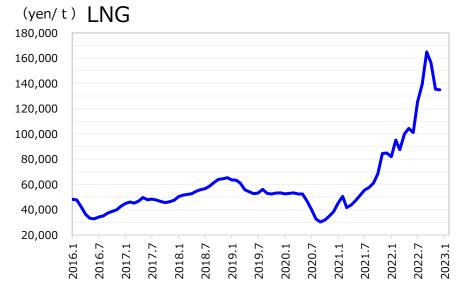


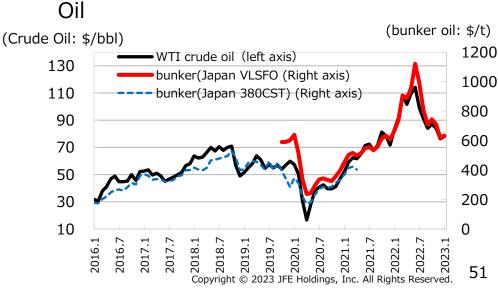
Raw Materials

Trend of Sub Material's Market Price











Progress of Initiatives of Steel Business (Structural Reforms and Strategic Investment in Japan)

			E)/4.0				
Fac	lities		∼FY19	FY20	FY21	FY22	FY23~
,,		Upstream Facilities					To be shut down (~Sep. 2023)
Structural Reforms	Keihin District	Hot rolling Facilities					☆ To be shut down (~Sep. 2023)
tural rms_		Cold-rolling & Hot-dip Galvanizing Facilities	☆:	Shut dow	ned	Facilities man	ufacturing steel sheet for
	Chiba District	Tin Mills		Shut dow (2CAL·2ETI	-) Kurashiki	cans were shu i Refit 🏠	t downed (Aug.2022)
	Chiba & Kurashiki	Blast Furnace Refit			No.4 BF(₁		iba Refit .6 BF(Sep.2022~Jan.2023)
		Continuous Casting Machine			☆ Installed Casting M	new Continuous achine (Jun.2021)	
Strategic	Kurashiki District	Extra-thick steel plate for offshore wind-power application					force extra-thick steel plate oduction line (Nov. 2023)
		Electrical Steel Sheet Facilities					FY24 Reinforce Non-oriented Electrica
Investments	Fukuyama District	Coke Oven	☆ Re No	newed .3 Coke Ove	Renewed Oven(B) (No.3 Coke (Jun.2021)	Steel Sheet Production Line
tme		Sintering Machine	☆ Insta	lled new Si	ntering Machine		
nts		Energy Plants			talled No.2 power ge ver	enerator in Joint The	rmal
		Ferro Coke Production Facility		←	Develop ferro coke	production technolog	Jy
	Overseas	Mexico NJSM	☆	Begun Ope	rating CGL for Auto	omotive Applicatio	ns



Orders by Business Area

				(billion yen)
Business Area	FY2021 Actual	FY2022 Forecast	Change	Main orders received in FY2022 ★・・・New projects received in 3Q of FY2022
Waste to Resource	203.9	214.0	10.1	Construction works of domestic waste treatment plant [Okayama] Renewal construction of domestic waste treatment plant [Hokkaido, Aichi, *Tochigi] Construction works of overseas waste treatment and power plant [Germany, UK]
Carbon Neutral	87.4	80.0	(7.4)	
Combined Utility Service	13.4	20.0	6.6	
Core Infra- stracture	201.1	236.0	34.9	Construction works of fuel feeding pipe for LNG power plant [Hyogo] Construction works of bridge (DAINI SHINMEI ROAD [Hyogo] Reconstruction works of bridge (*Tomei Expressway [Aichi]) Construction works of overseas bridge [Ghana, *Cote d'Ivoire] *Construction works of overseas chemical plant [Singapore]
Total	505.8	550.0	44.2	



Links to the reports published during FY2022

Report	URL	QR code
JFE Group REPORT 2022	https://www.jfe- holdings.co.jp/en/investor/library/gro up-report/index.html	
JFE Group CSR REPORT 2022	https://www.jfe- holdings.co.jp/en/csr/data/index.html	
JFE Group CSR REPORT 2022 ESG Data	https://www.jfe- holdings.co.jp/en/csr/pdf/2022/2022 _09.pdf	
DX REPORT 2022	*English version is coming soon	

Appendix(3) The 7th Medium-Term Business Plan



Mid/long-term directions

Biggest transformation in company's history aimed at achieving global success

JFE's corporate vision Contributing to society with the world's most innovative technology

JFE's mission

To be essential to society's sustainable development and to create safe, comfortable lives for people everywhere



(helping to solve critical issues)



Economic sustainability

(stable earnings power)

Ensuring environmental & social sustainability and establishing economic sustainability will enable to ensure the resiliency of JFE's operational foundations and allow the company to achieve sustainable growth and increased value over the mid/long-term.



Initiatives to achieve environmental and social sustainability (helping to solve critical issues)

JFE Group Environmental Vision for 2050

- Aim to realize carbon neutral by 2050, taking climate change as <u>an</u> <u>extremely important business concern for JFE</u>
- Accelerate R&D in new technologies and strive to create <u>super-innovative technologies</u>
- Contribute to the reduction of CO₂ emissions in society and use this as a business opportunity to increase corporate value
- Work systematically to combat climate change under <u>TCFD philosophy</u>

S

Solve issues impacting society

- 1. Safety/health management
- 2. Facilitate employee participation
 (Diversity & Inclusion, Personnel development, Workstyle reforms)
- 3. Contribute to regional societies through engineering
- 4. Respect human rights throughout supply chain (Conduct human-rights due diligence from FY2021)
- G

Enhance corporate governance

Consider how to apply non-financial metrics in terms of director compensation and investment decisions etc.



JFE Group Environmental Vision for 2050







Toward Carbon Neutrality by 2050 JFE Group Environmental Vision for 2050

(GX Investment during 7th mid-term business plan : 340 billion yen)

GX: Green transformation

1. Key environmental initiative under 7th mid-term business plan

 Steel business: Reduction of CO₂ emissions by 18% by the end of FY2024 (vs. FY2013)

2. Carbon Neutrality by 2050

- Reduce CO₂ emissions at JFE Steel
 - Pursue super-innovative technology for carbon-recycling blast furnaces and CCU
 - Develop hydrogen-based ironmaking (direct reduction) technology etc.

② Expand contributions to CO₂ emissions reduction in society

• Engineering business: Expand & develop renewable-energy power generation and carbon-recycling technologies.

Targets to contributions to CO2 emissions reduction

FY2024 12 Mt

- Steel business: Develop & market eco-products and eco-solutions. FY2030 25 Mt
- Trading business: Increase trading in biomass fuels, steel scrap, etc. and strengthen business in SCM for eco products.

 SCM: Supply Chain Management
- **3** Groupwide commercialization of offshore wind-power business



JFE Group's activities for Carbon neautrality



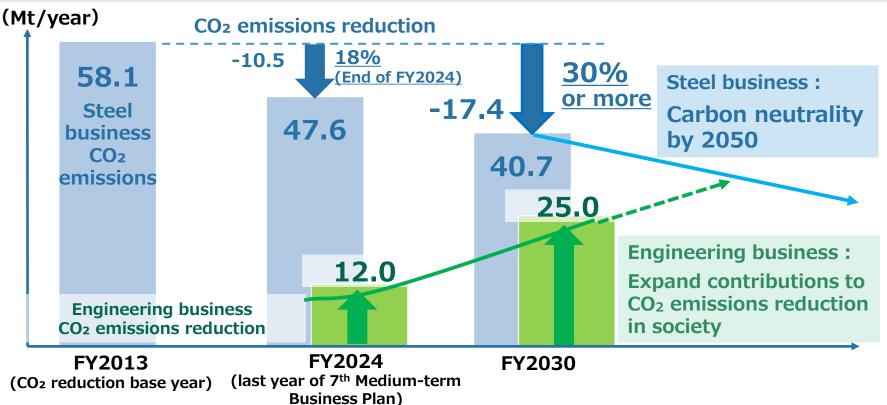




Steel Business: CO₂ emission reduction by 18% at the end of FY2024 (vs. FY2013)

Through <u>decarbonization in steel manufacturing processes</u> etc., JFE Group aims to be carbon neutral.

Engineering Business: Contribute to carbon neutrality in society on the whole by **expanding**JFE Engineering's contributions to CO₂ emissions reduction resulting from its business such as development of renewable-energy generation and carbon recycling technologies.





[Steel Business] Roadmap for Carbon Neutrality





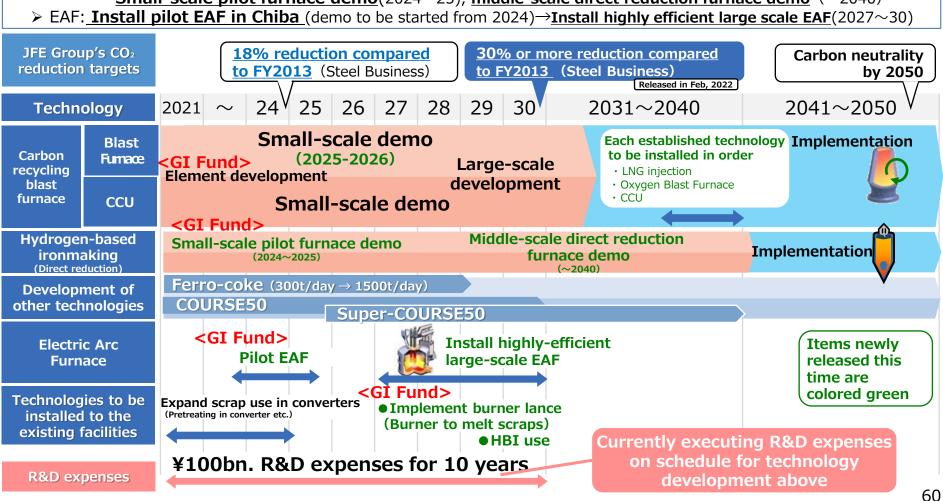


JFF

Revised our roadmap for realizing carbon neutrality in 2050, considering installing the technologies below in the concrete:

- > Carbon recycling blast furnace: Each established technology to be installed in order (late 2030s)
- > Hydrogen-based ironmaking:

Small-scale pilot furnace demo($2024\sim25$), middle-scale direct reduction furnace demo (~2040)





Carbon-recycle Blast Furnace

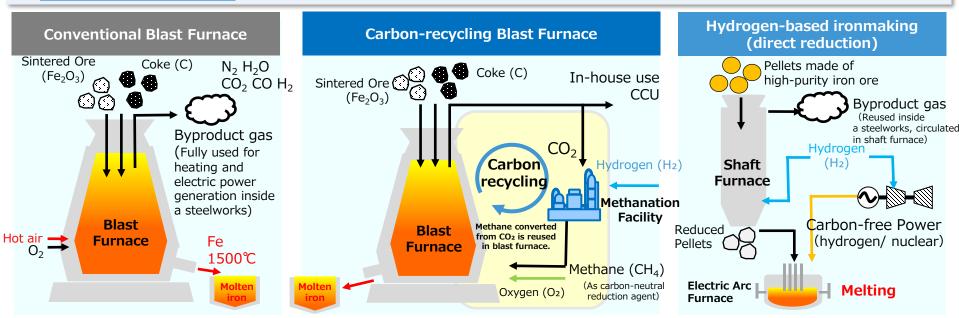






JFE

- <u>Technologies for reducing CO₂ emissions from blast furnaces are necessary</u> to maximize blast furnaces' advantages such as mass production, high-efficiency production, and high-grade steel production
- <u>Combining carbon-recycling blast furnace with CCU enables to reuse CO₂ inside a steelworks by using raw materials of the same grade as those used in conventional blast furnaces. By doing so, JFE aims to achieve <u>net</u> <u>zero carbon emissions.</u>
 </u>



	Conventional Blast Furnace	Carbon-recycling Blast Furnace	Hydrogen-based ironmaking (direct reduction)
Capacity	4M t / BF-year	4M t / BF-year (on par with Conventional BF)	2M t/ Shaft Furnace-year (current direct reduction ironmaking basis)
Reducing Agent	Coke + Pulverized Coal	Coke+Recycled methane (CH₄)	Hydrogen (H ₂)
Raw Materials	Low-grade raw materials possible.	Low-grade raw materials possible.	Limited (High-grade iron ore)
CO ₂ Emissions	2/t-CO ₂ /1-ton of pig iron	Target: Zero (CO ₂ reduction in BF+CCUS)	Target: Zero (Carbon-free method)



Groupwide commercialization of offshore wind-power business

(Study feasibility)





JFE-HD

- Become a pioneer in offshore wind-power generation business by commercializing manufacture of monopile and other seabed-fixed structures.
- Establish groupwide supply-chain such as monopile-structure manufacturing and O&M
- Aim to expand renewable energy business by leveraging group synergy effect, taking JFE Engineering as a main driver.

O&M: Operation and Maintenance. Apply expertise of maintenance and analysis technologies.

JFE Engineering

Manufacture and market monopile and other seabed-fixed structures for offshore wind-power generation



Provide steel products

JFE Steel

Increase capacity for heavy, extrathick steel plate for offshore windpower applications

Utilizing NO.7 new continuous-casting equipment in Kurashiki district (Start operating in FY2021)

Provide steel products

Carry out SCM Provide steel products

JFE Shoji

Contribute to groupwide cooperation by carrying out SCM of steel materials and processed products for offshore wind-power generation

Carry out SCM

Subsidiaries/ Affiliates

JMU: manufacture power-generation floating structures and construct work vessels. **Groupwide**: O&M making maximum use of group resource

Social sustainability: Safety management, HR issues





G

Sarety management Further increase efforts to prevent accidents not only <u>by using facilities</u> but also through <u>safety education and obedience of rules</u>, in order to <u>achieve</u> <u>top-priority goal of zero major accidents</u>.

Groupwide investment for safety issues: Approx. <u>10 billion yen/year</u> Implement multifaceted health/safety management using advanced IT (monitoring, detection, etc.).

Facilitate employee participation

Proceed following initiatives in order to allow employees to maximize performance and enhance groupwide competitive advantages

Diversity & Inclusion	Maximize capabilities of employees with diverse background
Personnel development	Improve individual abilities and develop skills for global competence
Workstyle reforms	Create workplaces and internal structures to maximize employees potential and enable them to work safely and confidently



Social sustainability: Contribution to Regional Societies through Engineering Business







JFE

- Expand bases of <u>local production and local consumption business</u> (<u>Food-recycling</u> business and regional PPS business)
- Contribute to the regional society considering to expand combined utility service business in the future.
- Realize circular economy by developing this business

(Example) Local PPS Business: Smart Energy Kumamoto

Points

- **Local production** of energy for **local consumption** (Local generation of renewable-energy power to be consumed in the regional societies)
- 2. Return economic merits to the city fund. (Investment for renewable energy and energy saving by citizen)
- 3. Strengthen <u>disaster prevention and energy saving</u> (Establishing self-supporting energy supply line**, using storage battery)





Eastern waste disposal factory

- Demand: 226 public facilities in the city■ Energy source
- Western waste disposal factory: 5,980kw Eastern waste disposal factory: 10,500kw

Charge/Discharge (optimized control)



Storage battery



Establish economic sustainability (stable earnings power)

Establish <u>sufficient profitability</u> and <u>stable financial base</u> for <u>proactive business operation</u> for the mid/long-term growth

- 1. Shift focus of domestic steel business from quantity to quality —Pursue world-class earnings power
 - Achieve world-class cost and quality competitiveness
 - Expand margins and achieve stable profit
- 2. Promote growth strategies
- 3. Significantly enhance competitiveness <u>through</u>
- 4. Balance <u>financial soundness with effective</u> <u>investment</u> based on a "select and concentrate" approach



7th mid-term business plan <Steel Business>

Aim to achieve world-class per-ton profit and enhance strategies for global growth Promote innovation for carbon neutrality

Main initiatives

- 1. Transition to a lean, robust business structure by shifting focus from quantity to quality
- 2. Expand and accelerate overseas business via solutions based on knowledge, skills, and data
- 3. Use digital technology to strengthen production base and strategies for new growth
- 4. Pursue innovation aimed at achieving carbon neutrality

Targets FY2024

Per-ton profit 10,000yen/ton* (Segment profit ¥230.0bn.)

*Segment profit / unconsolidated sales volume in tons

Cf. 2H of FY2020 (actual)

- Per-ton profit 6,000 yen/ton
- Segment profit ¥70.8bn.

Equipment & Business Investment: 1,080bn. over 4 years

- 40% for GX, DX, equipment modernization and profitability improvements (6th mid-term actual:20%)
- 30% for maintenance investments (6th mid-term actual:50%)



Transition to a lean, robust business structure by shifting focus from quantity to quality

Improve <u>per-ton profit</u> by both <u>fixed cost reduction</u> and <u>increase of high value-added products ratio</u>, and <u>enhance earning base</u>.

Achieve world-class cost and quality competitiveness

- Cost reductions: ¥120bn. over 4 vears
- Labor productivity: +20%
 (13% via structural reform + 1,670→2,000t/person/year via DX etc. Number of employees: 16,000→13,000)
- Establish profit base that is resilient to changes in economic conditions by completing structural reforms
 - Greatly reducing fixed costs
 - Lowering breakeven points
- Introduce new technologies through DX
 - Improve production efficiency and yields
 - Greatly improve labor productivity
- Ensure quality competitiveness by improving product quality, production efficiency and our delivery

Expand margins and achieve stable profit

 Increase mix of highly value-added products* to an unprecedented 50%

*Products that offer technological advantages, are recognized by customers for their value added and have greater earnings power than commodity products.

- <u>Product-mix enhancements</u> by focusing on selective concentration in priority fields
 - Increase non-oriented electrical steel sheet production capacity
 - Increase capacity for heavy, extra-thick steel plate for offshore wind-power applications
 - Production of high-tensile steel sheet for automotive
- Fully overhaul our sales pricing

Ensure that products offering the type of high value that customers seek are suitably recognized in the market, based on which we aim to fully overhaul our sales pricing



Expand and Accelerate Overseas Business

- Expand returns from 1. vertical specialization business such as steel production applied for automobiles
- Further deepen integrated production in high-demand market (2. "Insider" business)
- **Expand 3. solution business**, in which we provide cutting-edge technologies, operations and research knowhow (aim to triple earnings in FY2024 compared to FY2020)

India

JSW

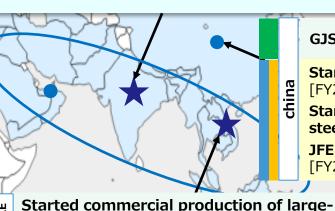


- · Investment in 2009 (current equity ratio 15%)
- Further deepen direct participation such as beginning FS of establishing a grain-oriented electrical steel sheet manufacturing company

1. Vertical specialization business

2. "Insider" business

3. Solution business



GJSS started renewal construction [FY2020]

Started JV of production of iron powder (BJCMX) [FY2018]

Started JV of production and sales of specialty bar steel (BJSS)[FY2019]

JFE Chemical Established JV of anode materials [FY2019]



NUCOR-JFE STEEL MEXICO Began Operating Hot-dip **Galvanized Steel Sheet Production Facility for Automotive Applications**[FY2019]



FHS

diameter welded pipe (AGPC) [FY2019]



production and sales of galvanized steel sheet and cold-rolled steel sheet for automotive

Investment in 2015 (current equity ratio 4%)



Examples of Steel Business's Critical Initiatives: Strategy to Capture Growing Demand for Electrical Steel Sheet



To expand non-oriented electrical steel sheet (N/O) production capacity Released April 1, 2021

To conduct FS of grain-oriented electrical-steel-sheet JV with JSW in India

Released May 7, 2021

JFE Steel decided that it would <u>expand the</u> <u>electrical steel sheet production capacity</u> of its West Japan Works (Kurashiki District) amid <u>increasing demand for high-grade N/O</u> applied for EV and HEV motors.

<Demand forecast of high-grade N/O>

The global movement to tighten and accelerate environmental regulations will rapidly increase demand for high-grade N/O, which are essential for production of motors that drive electric vehicles.

CAPEX	Approx. 49.0bn.
Expected time to start production	1H of FY2024
Expected capacity	Doubling the facility's existing capacity for producing high-grade non-oriented electrical steel sheet
CO ₂ reductions	Approx. 1.5Mt-CO ₂ /Year*

JFE Steel signed a memorandum of understanding to conduct a feasibility study with JSW, JFE's strategic alliance-partner in India, regarding establishing a G/O manufacturing and sales joint-venture-company in India.

<Demand forecast of G/O>

Demand for G/O, which are used for the iron cores of power transform, is expected to grow globally amid continuous increase in demand for electric power and expansion of reusable energy. (Economic growth in India is estimated to boost its local demand for electric power.)





JFE Group-wide Strategy to Capture Growing Demand for Electrical Steel Sheet (Steel Business and Trading Business)

JFE Steel

Production of electrical steel sheets

Expand production and supply function of high value-added electrical steel sheets

JFE Shoji

Processing and distribution of electric cores

World's No.1 global distribution and processing system

Increase electrical steel sheet production capacity

Sharing Strategies



Expand collaboration with alliance partners



Production & sales JV with India's JSW for electrical steel sheets

Synergy



Expand processing functions in coil centers

Groupwide Strategy: Capture increasing demand for high value-added electrical steel sheets both in domestic and overseas market



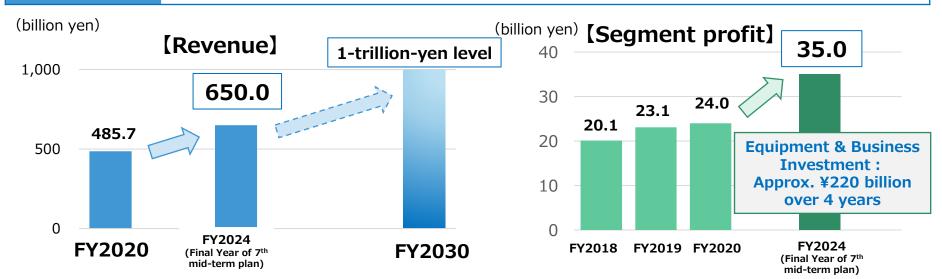
7th mid-term business plan < Engineering Business >

Expand sales revenue to 1-trillion-yen level in FY2030

Targets FY2024

Revenue

- 650.0 billion yen
- Segment Profit
- 35.0 billion yen



Main initiatives

- 1. <u>Enhance mid/long-term priority areas</u> (See next page) Waste to Resources, Carbon-neutral business, Combined utility service, Core infrastructure
- 2. <u>Expand overseas business</u> enhance EPC competitiveness, engage in ODA, pursue M&A synergies in chemical plant field, participation in local business in environmental, water and recycling fields
- 3. Promote DX initiatives



Engineering Business's Main initiatives -Enhancing mid/long-term priority areas-

- Expand engineering business as a growth sector by helping to solve pressing issues in global society, in view of increasing importance of the environmental, recycling and renewableenergy fields.
- Expand revenue and profit by setting the following four priority areas:

Waste to Resource

FY2024 revenue target ¥290 billion

- Establish stable profit base in domestic environment business
- Priority investment and expansion of domestic market in recycling



Carbon Neutral

FY2024 revenue target ¥80 billion

- Put priority in renewable energy (offshore wind-power generation, biomass power plant, solar power plant, geothermal power plant etc.)
- Develop carbon neutral technologies.



Combined utility services

FY2024 revenue target ¥20 billion

Shift to comprehensive business model, including for efficient operation of facilities to contribute to energy savings and decarbonization

Water supply Gas **Electricity** Supply Recycling etc.

Core infrastructure

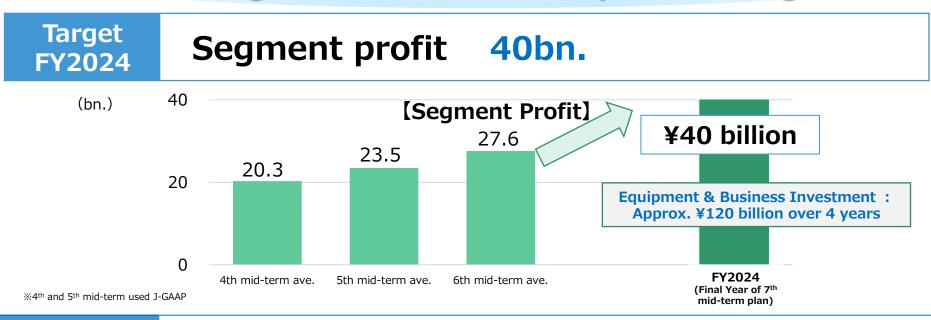
FY2024 revenue target ¥260 billion

- New technologies to address newly arising needs for strengthening and improving life of infrastructure
 - Strengthening of existing infrastructure →install new product and method for construction
 - Improving life of existing infrastructure→install new materials and new products
- 1. Waste to Resource: Recycling and waste-to-power generation etc. 2. Carbon neutral: Renewable energy, carbon recycling etc.
- 3. Combines utility services: contribute to the local-production and local-consumption (circular economy) by mutual combination among various operation and maintenance business such as water, gas, electricity supply and recycling business/
- 4. Core infrastructure: infrastructure business to establish social foundation such as bridge and pipeline.



7th mid-term business plan <Trading Business>

Establish growth foundation by enhancing SCM



Main initiatives

1. Proceed key strategies for growth

Establish No.1 position in global processing & distribution of electrical steel sheet, Strengthen SCM of automotive steel composite materials, Accelerate efforts in overseas construction materials business, Fully capture steel demand in Japan

2. <u>Strengthen purchasing & sales capabilities</u> (expand non-JFE Steel business)

Increase sales of both JFE group products and alliance-partner products as well as actively expand business with other suppliers' products

3. Seize new business opportunities

Expand environmental-solutions business, DX initiatives



Trading Business's Main initiatives

-Key Strategies for growth, Strengthen purchasing and sales capabilities-

Strengthen SCM of Automotive steel

Enhance SCM for high-tensile steel both in overseas and domestic market to increase sales of JFE's strategic products

Further collaboration with JFE Steel both in domestic and overseas market

 Along with the EV and HEV promotion and increasing needs for lighter body of automobiles, application volume of high-tensile steel for automotive is expected to increase because of its characteristics and environmental-friendly advantages.

China Ja

US

Strengthen SCM along with groupwide optimum business across four-pillar regions

Accelerate efforts in overseas construction materials business

 In ASEAN and North American regions, <u>expand</u> <u>trading</u> in this sector and <u>collaborate with local</u> <u>companies</u> to strengthen business foundations.

Fully Capture steel demand in Japan

Increase earnings by enhancing JFE Group's presence through expansion of function (quality) and additional trading (quantity)

Strengthen processing and distribution in domestic steel business

- <u>Strengthen SCM</u> continue to strengthen collaboration beyond group boundaries and establish optimum processing and distribution system
- Widen processing functions to expand business expand capabilities including secondary and tertiary processing to build strong foundation to meet various types of clients' needs

Pursue the best sales structure by sharing strategies with JFE Steel in the domestic market, which is the most critical

Expand non-JFE Steel business

Aim to expand business to meet clients' needs.
 Increase sales of both JFE group products and alliance-partner products as well as actively expand business with other suppliers' products



JFE Group's DX strategies

- Promote DX in every business area such as <u>advancing productivity through</u> innovation, transforming exiting businesses and creating new businesses.
- Proactively invest money and human resource necessary for DX :

DX investment approx. 120 billion yen over 4 years

JFE Steel

Use digital technology to streamline production operations and implement new growth strategies

Target

Labor productivity: 20% improve*

*FY2024 structural reform 13%+ DX effects etc.

Invest ment

115 billion yen over 4 years

JFE Engineering

Digitalize entire business and provide new digital services to customers.

Target

Design efficiency: 20% increase in FY2024

JFE Shoji

Improve customer service, pursue new businesses by leveraging DX

<JFE Steel's initiatives>

- **Enhance competitiveness** by introducing cyber-physical systems on all production lines
 - Improve production efficiency, labor productivity and yield ratio etc.
- Utilize digital technologies to <u>raise customer satisfaction</u> through <u>quality</u> enhancements and better delivery services.
- Actively expand solutions businesses



Balance Financial Soundness with Effective Investment based on a "select and concentrate" approach

- Selective maintenance investment, focusing on investments for enhancing competitiveness and establishing stable profit base
- **Ensure earning source by asset compression**

Equipment & Business Investment about 1,450 billion yen over 4 years

 <u>Equipment investment</u>: Approx. <u>1,200 billion yen</u> over 4 years GX: About ¥340 billion over 4 years*, DX: About ¥120 billion 4 years

Execute maintenance investment carefully selected from the perspectives of effectiveness and necessity Shift focus on investment for improving profitability and cutting-edge facilities

Business investment: About 250 billion yen over 4 years

Steel business: expand overseas insider businesses, Engineering business: expand operation & maintenance business and overseas business

Trading business: business investment including M&A for increasing earnings from processing and distribution business

*Steel Business: ¥160 billion Engineering Business: ¥130 billion Trading Business: ¥50 billion

Ensuring earning source

Generate cash by asset compression: Approx. 200 billion yen over 4 years Assets that contribute little to earnings or are tied to unprofitable businesses**

Returns to shareholders 3.

Dividend payout ratio: Around 30% on par with the target during 6th mid-term business plan

^{**}Regarding development plans for partial area of Keihin district resulting from structural reform (Ogishima area): We will disclose development plans in FY2023, and strive to see some properties put to new use by FY2030.



Main Financial Data and Performance & Profitability Targets

		7 th mid-term business plan FY2024	FY2020 Actual
Consolidated	Business profit	¥ 320.0 billion	¥ -12.9 billion
	Profit attributable to owners of the parent	¥ 220.0 billion	¥ -21.8 billion
	ROE	10%	-1.3%
	Debt/EBITDA	About 3x	8.1x
	D/E*1	About 70%	93.2%
Operating companies	Steel business Profit per ton*2 Segment profit	10,000 yen/ton ¥ 230.0 billion	-3,000 yen/ ton ¥ -65.4 billion
	Engineering business Segment profit Revenue	¥ 35.0 billion ¥ 650.0 billion	¥ 24.0 billion ¥ 485.7 billion
	Trading Business Segment profit	¥ 40.0 billion	¥ 20.0 billion
	Payout ratio	7 th mid-term business plan Around 30%	6 th mid-term business plan Around 30%

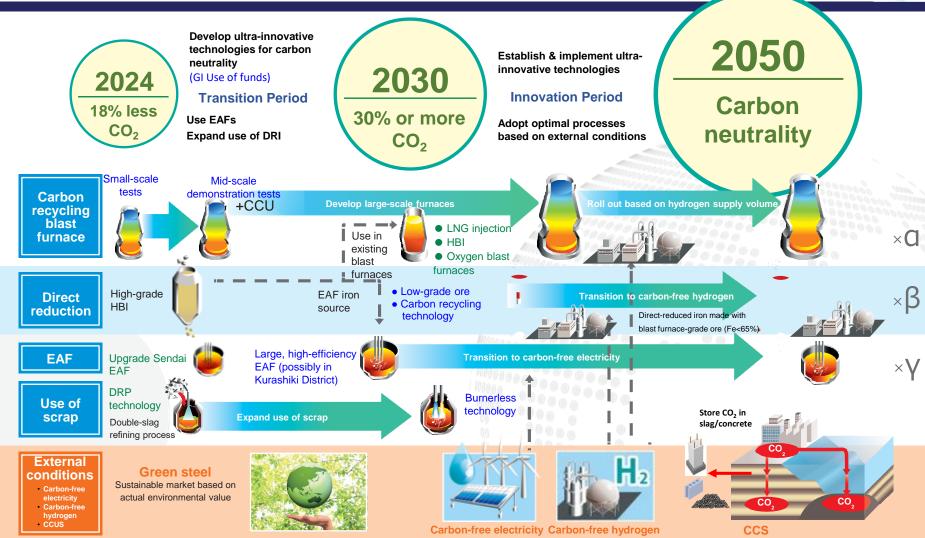
^{*1} For liabilities with equity subject to credit ratings, these equities reflect the evaluations of rating agencies

^{*2} Steel business profit per ton (consolidated segment profit / non-consolidated sales volume)

Appendix(4) JFE Steel Carbon Neutral Strategy Briefing

JFE Steel's Transition to Low-carbon Processes



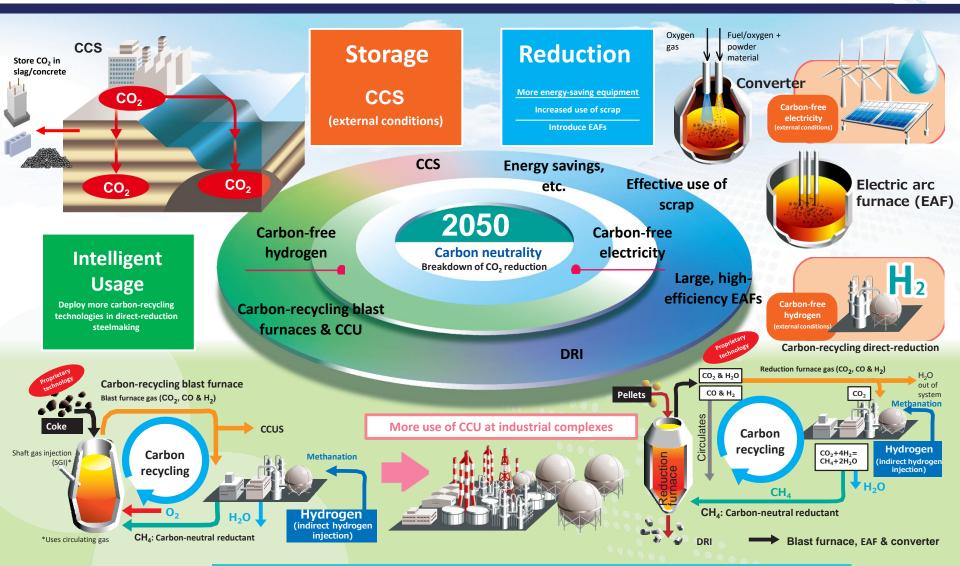




Pursue multilayered technology development, via GI Fund projects, etc., to discover the most proven technologies and then achieve carbon neutrality by deploying the most optimized configuration of green steelmaking processes.

JFE Steel's Carbon Neutrality Vision 2050







Combine reduction, intelligent usage and CO₂ storage to realize a carbon-neutral steel business by 2050

JFE's Carbon Neutrality Action Plan



- ▶ JFE Steel is introducing low-carbon steel processes during its "transition period" to 2030.
- ▶ In its "innovation period" from 2030 to 2050, JFE Steel aims to develop and implement ultrainnovative technologies for carbon neutrality.

Transition period

- Increasingly deploy low-carbon technologies through capital investment to achieve targets such as cutting 2013-level CO₂ emissions by 30% or more by 2030
- Accelerate multitrack R&D targeting ultrainnovative technologies for innovation period
- Create markets for renewable green-steel materials based on actual environmental value
 → Create initial demand

Stimulate demand through government policy

Innovation period

- Swiftly establish and deploy ultra-innovative technologies
- Collaborate with communities and industrial complexes toward carbon neutrality
- Grow markets for sustainable green steel based on actual environmental value
 - →Grow demand leading to virtuous cycles

Maintain the competitiveness of Japanese steel through plentiful, low-cost, stable supplies of carbonfree hydrogen and electricity



Behavior must be shifted on both supply and demand sides to create markets for green steel

Transition to Low-carbon Processes



- ► Continue to develop ultra-innovative technologies for decarbonized steel processes by 2030
- ► Increasingly use low-carbon technologies to cut CO₂ by 30% or more by FY2030

Energy savings and high efficiency

Upgrade to high-efficiency coke ovens

Fukuyama District (2025)

Improve efficiency of powerdemand facilities

(Electrify blast-furnace blowers, raise efficiency of oxygen plants, etc.)

All districts (under way)

Leverage AI & DS (companywide CPS, etc.) for energy savings

All districts (under way)

Low-carbon feedstock & fuel

Expand use of scrap in converters
Use direct-reduced iron (HBI)

All districts (under way)

Securing Scrap and HBI Reinforcing storage depots

All districts (under way)

Bolster LNG supply network

Low-carbon processes

Upgrade existing EAFs

Sendai Works (2024)

Introduce large, high-efficiency EAFs

Kurashiki District (2027-2030)

Use ferro-coke for commercial production

Fukuyama District (TBD)

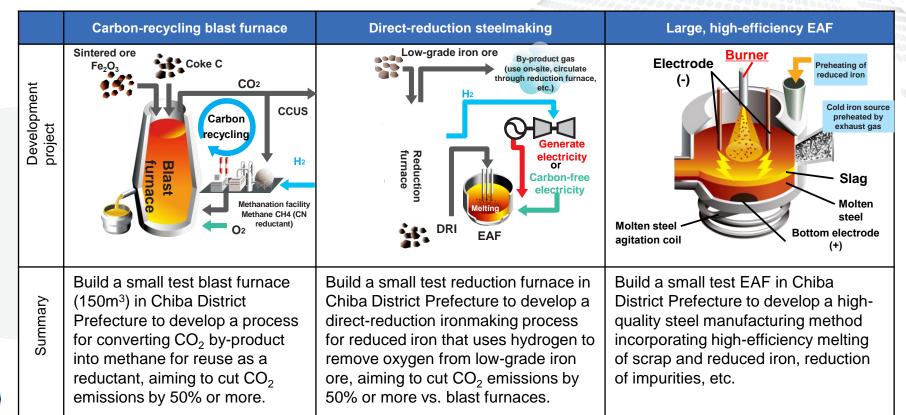
- ✓ To reduce CO₂ emissions by 30% or more by 2030, 1 trillion yen in capital investment will be needed for low-carbon initiatives (large electric furnaces, ferro coke, scrap and reduced iron, LNG, etc.).
- ✓ A market that reflects the actual environmental value of green steel must be created to support capital investment in decarbonization technologies.



Development Project Supported by Green Innovation Fund Vision 2050

- ➤ This project, targeted at using hydrogen in ironmaking and commissioned and subsidized by NEDO*, was selected in December 2021 to receive support from the Green Innovation Fund.
- ▶ The fund is helping to accelerate the development of technologies for achieving carbon neutrality.
- ► Formed a consortium with three steel companies and JRCM** and held the first meeting of the Hydrogen Iron and Steel Committee in June 2022.

*New Energy and Industrial Technology Development Organization **Japan Research and Development Center for Metals

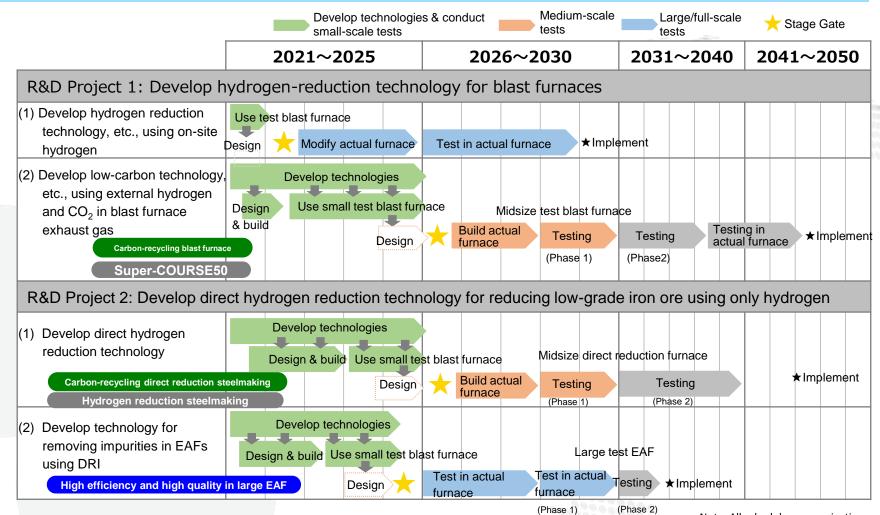




Overall Scale of GI Fund Projects



- Development toward Stage Gate Reviews scheduled mainly in FY2025–2026
- Studies also underway with a view to actual implementation in 2030–2040s





Source: METI

Stimulating Demand for Green Steel



- ▶ In the EU, green steel is branded and sold using a mass balance approach.
- ► Achieving 30% CO₂ reduction by FY2030 will enable JFE Steel to supply up to 5M tons of green steel per year using the same approach.
- ➤ To create a carbon-neutral world, government policies need to encourage behavioral changes in both the supply and demand sides in order to drive changes in society and spark innovation for new industrial competitiveness.

Supply side

- Huge capital investment is needed to introduce lowcarbon & ultra-innovative technologies. (1 trillion yen in low-carbon investments by 2030)
- While JFE Steel will strive to minimize R&D cost increases, some increase will be inevitable in the effort to create new environmental value.
- Prospects for appropriate returns on such investments also will be needed.

Demand side

- Green steel products do not directly benefit consumers in terms of better quality, performance, convenience, etc.
- Ethical consumption appears to be on the rise, but in
 Japan awareness of environmental value is low.
- Incentives are needed to encourage the recognition of environmental value and the purchase of products that significantly reduce carbon.



To support investment in low-carbon technology during the transition period until 2030 and to prepare for further large-scale investment during the innovation period, a green steel market must be created at an early stage (transition period) and government policies must raise the public's awareness as well as encourage steel consumers to change their behavior.

Initiatives for Collaborating with Society



- Realizing carbon-neutral steelmaking is a top priority for JFE Steel, but generating environmental value will involve large cost increases, so there are limits on what a single company can do.
- Mechanisms are needed so that society, as the beneficiary of green steel, helps to cover the associated cost increases through government support, collaborative initiatives, etc.

Huge R&D and facility installation costs

- Achieving CN by 2050 will be a major technological challenge requiring huge R&D outlays.
- Transitioning steelworks to carbon-neutral processes will require even greater capital investment.
- Long-term government support will be needed to shoulder the financial costs of achieving carbon neutrality.

Deliver environmental value and create markets during transition

- Government support is needed for capital investment in low-carbon technologies by 2030
- A mechanism is needed to create a market where costs commensurate with green steel's environmental value can be shared with customers and society

Develop infrastructure for carbon-neutral steelmaking and fuel inter-company collaboration

- Develop infrastructure for the low-cost, stable, large-scale supply of carbon-free hydrogen and electricity needed for carbon-neutral steelmaking
- Develop an execution platform for CCUS and green infrastructure implementation through collaboration with industrial complexes, corporations, etc.

Economic policies targeting green-transformation investment and international competitiveness

- Ensure international competitiveness of industrial electricity prices
- Introduce tax system that encourages implementation of ultra-innovative technologies, such as the abolition of depreciable asset taxation and the avoidance of a carbon tax before the establishment of decarbonizing technologies
- Carbon Border Adjustment Measure (CBAM) should be consistent with WTO rules. Ensure a level playing field in cooperation with other countries



