

## **SECOND QUARTER 2024**

# EARNINGS CALL

**LEON TOPALIAN** 

Chair, President and CEO

**STEVE LAXTON** 

Executive Vice President and CFO



## FORWARD-LOOKING STATEMENTS

Certain statements made in this presentation may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements involve risks and uncertainties. The words "anticipate," "believe," "expect," "intend," "may," "project," "will," "should," "could" and similar expressions are intended to identify forward-looking statements. These forward-looking statements reflect the Company's best judgment based on current information, and although we base these statements on circumstances that we believe to be reasonable when made, there can be no assurance that future events will not affect the accuracy of such forward-looking information. The Company does not undertake any obligation to update these statements. The forward-looking statements are not guarantees of future performance, and actual results may vary materially from the projected results and expectations discussed in this presentation. Factors that might cause the Company's actual results to differ materially from those anticipated in forwardlooking statements include, but are not limited to: (1) competitive pressure on sales and pricing, including pressure from imports and substitute materials; (2) U.S. and foreign trade policies affecting steel imports or exports; (3) the sensitivity of the results of our operations to general market conditions, and in particular, prevailing market steel prices and changes in the supply and cost of raw materials, including pig iron, iron ore and scrap steel; (4) the availability and cost of electricity and natural gas, which could negatively affect our cost of steel production or result in a delay or cancellation of existing or future drilling within our natural gas drilling programs; (5) critical equipment failures and business interruptions; (6) market demand for steel products, which, in the case of many of our products, is driven by the level of nonresidential construction activity in the United States; (7) impairment in the recorded value of inventory, equity investments, fixed assets, goodwill or other longlived assets; (8) uncertainties and volatility surrounding the global economy, including excess world capacity for steel production, inflation and interest rate changes; (9) fluctuations in currency conversion rates; (10) significant changes in laws or government regulations affecting environmental compliance, including legislation and regulations that result in greater regulation of greenhouse gas emissions that could increase our energy costs, capital expenditures and operating costs or cause one or more of our permits to be revoked or make it more difficult to obtain permit modifications; (11) the cyclical nature of the steel industry; (12) capital investments and their impact on our performance; (13) our safety performance; (14) our ability to integrate businesses we acquire; (15) the impact of the COVID-19 pandemic, any variants of the virus, and any other similar public health situation; and (16) the risks discussed in "Item 1A. Risk Factors" of the Company's Annual Report on Form 10-K for the year ended December 31, 2023 and elsewhere therein and in the other reports we file with the U.S. Securities and Exchange Commission.



## NON-GAAP FINANCIAL MEASURES

The Company uses certain non-GAAP (Generally Accepted Accounting Principles) financial measures in this news release, including EBITDA and Free Cash Flow (FCF). Generally, a non-GAAP financial measure is a numerical measure of a company's performance or financial position that either excludes or includes amounts that are not normally excluded or included in the most directly comparable financial measure calculated and presented in accordance with GAAP.

We define EBITDA as net earnings before noncontrolling interests adding back the following items: interest expense, net; provision for income taxes; depreciation; amortization; and losses and impairments of assets.

We define Free Cash Flow (FCF) as Cash Provided by Operating Activities less Capital Expenditures.

Please note that other companies might define their non-GAAP financial measures differently than we do.

Management presents the non-GAAP financial measures of EBITDA and FCF in this news release because it considers them to be an important supplemental measure of performance. Management believes that these non-GAAP financial measures provide additional insight for analysts and investors evaluating the Company's financial and operational performance by providing a consistent basis of comparison across periods.

Non-GAAP financial measures have limitations as an analytical tool. Investors are encouraged to review the reconciliation of non-GAAP financial measures to their most directly comparable GAAP financial measures provided in this presentation, including in the accompanying tables located in the Appendix.



## **Q2 2024: EXECUTING ON MULTIPLE FRONTS**

# FINANCIAL PERFORMANCE

- √ \$1.23 billion EBITDA¹
- √ \$645 million Net Earnings
- √ \$2.68 Earnings Per Share (diluted)

# CAPITAL ALLOCATION & BALANCE SHEET

- √ \$500 million in Q2 Share Repurchases (~2.9 million shares)
- √ \$801 million in Q2 Capex; \$680 million in announced Acquisitions
- ✓ Moody's revised Nucor's credit outlook from Stable to Positive

#### SAFETY PERFORMANCE

- ✓ Safest first half in Nucor history
- ✓ Injury & Illness rate of 0.74 YTD
- ✓ 52 of 109 divisions with Zero Recordables YTD

# CONSTRUCTION AND RAMP-UPS

- ✓ Construction milestones at Lexington (bar) & West Virginia (sheet)
- ✓ Grand opening of new Gallatin tube mill
- ✓ Record production quarters for Gallatin (sheet) & Brandenburg (plate)

# STRATEGIC GROWTH INITIATIVES

- ✓ Acquisition of Southwest Data Products expands our growing suite of solutions for data center customers
- Pending acquisition of Rytec significantly expands our commercial overhead door offering



# EXPANDING OUR SUITE OF DOWNSTREAM CAPABILITIES AND SOLUTIONS

	RYTEC	SOUTHWEST DATA PRODUCTS
Strategic Fit	<ul> <li>A leading player in the high-performance door market</li> <li>Complements C.H.I. offerings and advances Nucor's presence in \$2.4B U.S. commercial overhead door mkt</li> </ul>	<ul> <li>An industry leader in high-growth mkt</li> <li>Known for product quality, on-time delivery, and skilled install services</li> <li>Exceptional customer base of leading hyperscalers and co-locators</li> </ul>
Cultural Fit	• ~300 highly engaged teammates	<ul> <li>~130 teammates highly regarded by leading hyperscalers and co-locators</li> </ul>
Higher Margins	High teens EBITDA margin	• +20% EBITDA margins
Lower Capital Intensity	<ul> <li>Modern, highly automated facilities.</li> <li>FCF/EBITDA &gt; 90%</li> </ul>	<ul> <li>Very low capital intensity, FCF/EBITDA &gt;90%</li> </ul>
Higher Growth	Double digit top line growth for the five years ended 2023	Data center market growing at double-digit rate
Earnings Stability	Significant recurring aftermarket services and parts revenue stream	<ul> <li>Replacement cycle on data center cabinets and racking: ~ 2 years</li> </ul>

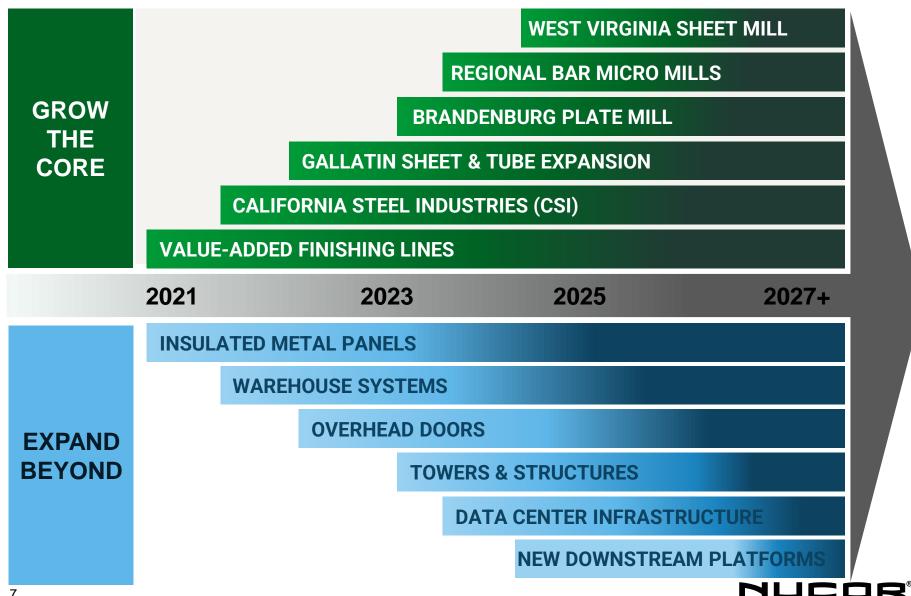


# A LONG-TERM STRATEGY TO DRIVE GROWTH AND CREATE SHAREHOLDER VALUE

	STRATEGY	INITIATIVES & INVESTMENTS
RAW MATERIALS	<ul> <li>Leverage our market intelligence and flexible supply chain to provide lower- cost, more sustainable inputs</li> </ul>	<ul> <li>Advanced separation technology</li> <li>Carbon Capture &amp; Storage (DRI)</li> <li>Investing in low-emission ironmaking and process gas capabilities</li> </ul>
STEEL MILLS	<ul> <li>Shifting mix to higher-margin products</li> <li>Creating value through our cost advantages, sustainability leadership and broad set of capabilities</li> </ul>	<ul> <li>West Virginia Sheet Mill</li> <li>Brandenburg, KY Plate Mill</li> <li>Micro mill Bar projects</li> </ul>
STEEL PRODUCTS	<ul> <li>Offer customers a comprehensive set of solutions with best-in-class service, deserving of premium pricing</li> <li>Create value by cross-selling more products through our Solutions team</li> </ul>	<ul> <li>Investments in automation to decrease costs and improve safety</li> <li>New product development</li> </ul>
EXPAND BEYOND	<ul> <li>Grow in complementary businesses aligned with steel-intensive mega-trends</li> <li>Pursue opportunities with attractive growth and margins, steady FCF and high-synergy potential</li> </ul>	<ul> <li>Recent and pending acquisitions of Southwest Data Products and Rytec</li> <li>Broadening customer base with new channels to market &amp; cross-selling</li> <li>New greenfield projects</li> </ul>



## SIGNIFICANT PROGRESS TO DATE, BUT PLENTY MORE TO ACCOMPLISH



# REPOSITIONING THE BUSINESS TO DOUBLE NUCOR'S "THROUGH CYCLE" EARNINGS POTENTIAL

- Midway through our multi-year capex plan designed to double Nucor's through-cycle EBITDA
- Investments to further diversify our set of capabilities and generate more sustained earnings
- Many recently completed projects yet to reach full earnings potential

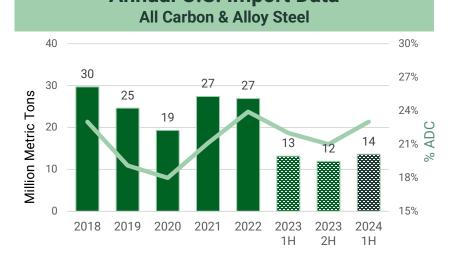




# **ELEVATED IMPORTS OF VARIOUS STEEL** PRODUCTS PUTTING PRESSURE ON PRICING

U.S. Import Surge - Key Nucor Products 1H 2024 vs. 1H 2023										
Corrosion Resistant Sheet	+705,000mt	+50.3%								
Wire Rod	+144,000mt	+36.8%								
Cold Rolled Sheet	+170,000mt	+29.8%								
Hot Rolled Sheet	+97,000mt	+10.7%								
Cut-To-Length Plate	+25,000mt	+8.4%								

# **Annual U.S. Import Data**



#### Impacts on **Domestic Steel Producers**

- Compression of domestic steel prices
- Industry capacity factor down to 76.4% through July 6<sup>th</sup>
- U.S. carbon footprint increases due to steel consumed from non-domestic producers

#### **Remedies to Address Impact Import Surge**

- Enact Leveling the Playing Field Act 2.0
- Maintain Vietnam's Non-Market Economy Status
- Enforce Section 232 agreements with Mexico and Canada



## **CONSOLIDATED FINANCIAL RESULTS**

(\$s in billions except per share data)

#### **Diluted EPS**



#### EBITDA<sup>1</sup>



#### Capex



#### Returns to Shareholders<sup>2</sup>

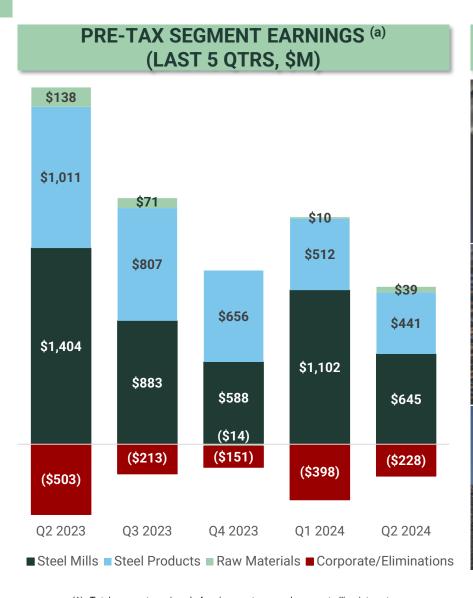








## **SEGMENT RESULTS**



# Q2 2024 SEGMENT RESULTS VS PRIOR QUARTER



- Relatively flat volumes
- lower avg selling price & metal margin
- ▼ 41% lower EBT/ton



- higher volumes
  - lower avg selling price, higher material costs
- ▼ 23% lower EBT/ton

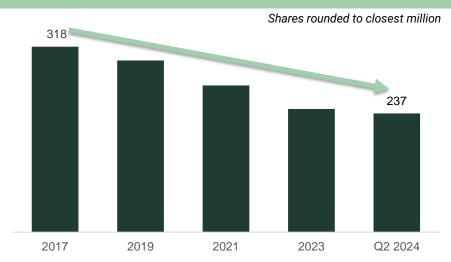


- Lower volumes
- ▼ Lower avg selling price
- ▲ Lower operating costs



## **BALANCE SHEET & CAPITAL ALLOCATION**

#### 25% REDUCTION TO SHARECOUNT SINCE 2017



#### **COMMITTED TO A STRONG BALANCE SHEET**

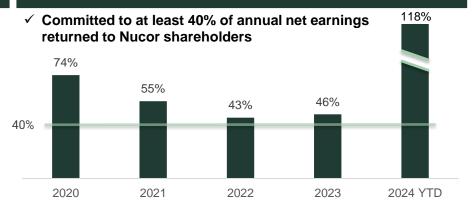
<b>\$USD in millions</b> as of June 29, 2024	Amount	xLTM EBITDA <sup>1</sup>	% cap
Total Debt	6,892	~1.2x	24%
Cash and Cash Equivalents	5,434		
Net Debt	1,458		
Total Equity & Non-Controlling Int.	21,773		76%
Total Book Capitalization	28,665		100%

#### RETURNS TO SHAREHOLDERS (2020 - Q2 2024)

#### **CASH RETURNS**

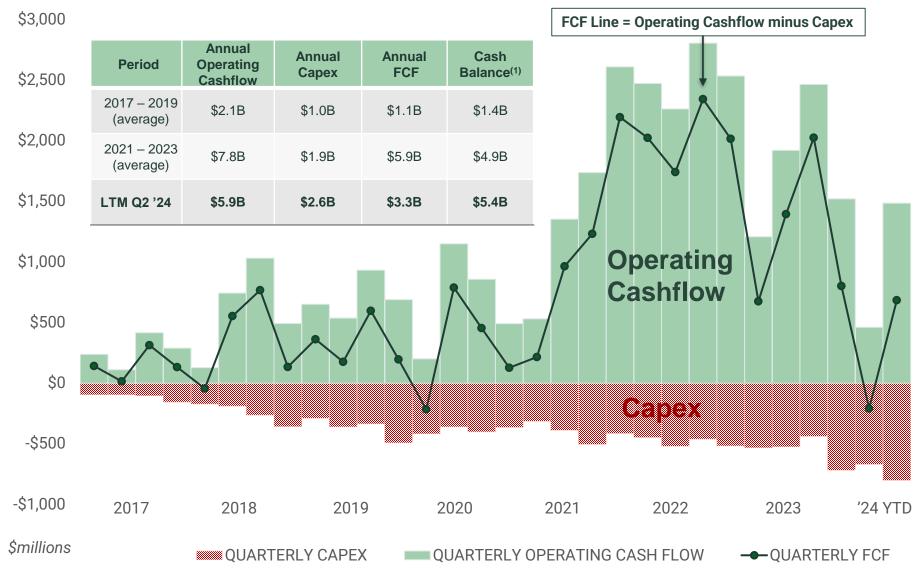


#### **RETURNS AS A % OF NET EARNINGS**





# CAPEX PLAN FUNDED WITH ROBUST OPERATING CASHFLOW AND HEALTHY BALANCE SHEET





# **Q3 2024 OUTLOOK**

SEGMENT	<b>EXPECTATIONS FOR Q3 2024</b>	IMPACT ON Q3 EARNINGS VS Q2
Steel Mills	Primarily due to lower average selling prices	
Steel Products	Expected to decrease due to lower average selling prices	
Raw Materials	Decreased profitability, and lower DRI shipments due to planned outages	•
Corp / Eliminations	<ul> <li>Intercompany eliminations expected to be lower (a net positive to earnings)</li> </ul>	
Steel Mills Conversion Costs	Steel Mills conversion costs per ton expected to be generally flat	
Consolidated Earnings	Overall lower compared to Q2	



# MEDIUM-TERM OUTLOOK FOR KEY END MARKETS

#### **NUE Primary Markets and % of Total External Shipments (2023)**

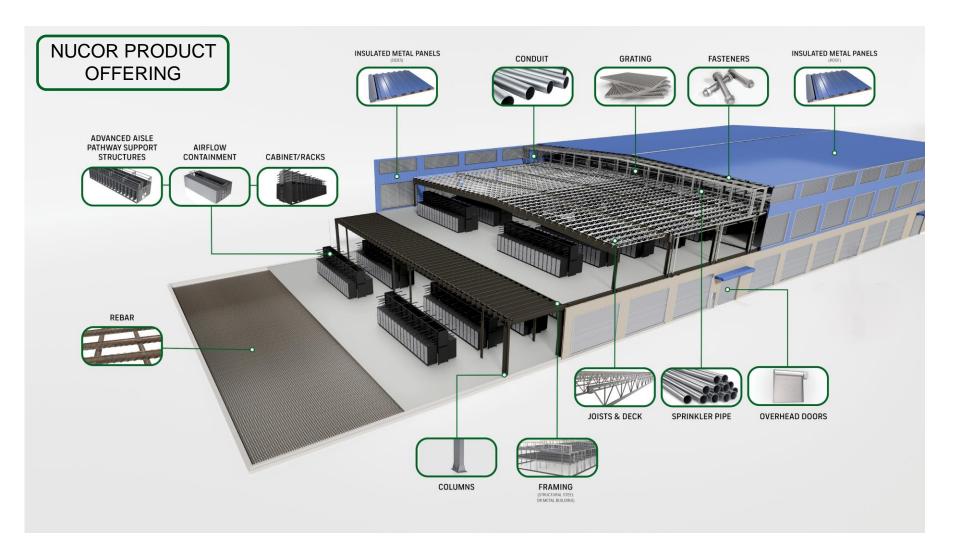
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	CONSTRUCTION & INFRASTRUCTURE	HEAVY EQUIPMENT, TRANSPORTATION, LOGISTICS & OTHER	TRADITIONAL AND RENEWABLE ENERGY	AUTO & CONSUMER DURABLES
9/	NUE '23 Shipments: 53%	25%	13%	9%
Market Outlook	<ul> <li>Advanced         Manufacturing (CHIPS,         EV, Battery)</li> <li>Data Centers</li> <li>Bridge &amp; Highway</li> <li>Institutional Buildings</li> <li>Traditional         Manufacturing</li> <li>Residential Construct.</li> <li>Warehouse</li> <li>Traditional Office</li> </ul>	<ul> <li>Heavy Equipment</li> <li>Truck &amp; Trailer</li> <li>Rail</li> <li>Agriculture</li> <li>Barge</li> </ul>	Renewable Energy     Electric Transmission      Traditional Energy	<ul> <li>Light Vehicles</li> <li>Appliances</li> <li>HVAC &amp; Water Heaters</li> </ul>



# APPENDIX



# BROAD SUITE OF PRODUCTS WELL SUITED TO DATA CENTER APPLICATIONS





## **SUMMARY OF MAJOR CAPEX PROJECTS**

Project	Investment Rationale	Est. Completion	Est. Capex (\$ millions)
Kingman, AZ Melt Shop	<ul> <li>600,000 tpa melt shop to increase regional flexibility</li> <li>Allows Utah bar mill to transition toward higher value bar products</li> </ul>	Early 2025	\$150
Lexington, NC Rebar Micro Mill	<ul> <li>New 430,000 tpa micro mill</li> <li>Serving high-growth Southeast and mid-Atlantic markets</li> </ul>	H1 2025	\$440
Decatur, AL & Crawfordsville, IN Transmission Tower Plants	<ul> <li>Highly automated manufacturing complexes</li> <li>Increases Nucor Towers &amp; Structures ability to provide engineered solutions to utility infrastructure customers</li> </ul>	Mid 2025	\$370
Crawfordsville, IN Coating Complex	<ul> <li>Adding continuous galvanizing (300,000 tpa) and prepaint (250,000 tpa) lines to better serve regional construction market</li> </ul>	Late 2025	\$430
Berkeley, SC Galvanizing Line	<ul> <li>500,000 tpa galvanizing line to increase participation in regional automotive and consumer durables markets</li> </ul>	Mid 2026	\$430
Apple Grove, WV Sheet Mill	<ul> <li>3,000,000 tpa sheet mill with low cost and low GHG profile</li> <li>Product mix includes ~66% value-added, finished products</li> <li>Located in the heart of America's largest regional sheet market</li> </ul>	Late 2026	\$3,500
CSI, Fontana, CA Galvanizing Line	• 500,000 tpa galvanizing capability to serve western U.S. market	Mid 2027	\$375
Pacific Northwest Rebar Micro Mill	<ul> <li>Mill location still TBD</li> <li>650,000 tpa rebar micro mill to better serve northwest bar market</li> </ul>	Late 2027	\$860
		Total Est Capex	\$6.5 BN



## SEGMENT RESULTS: STEEL MILLS AND STEEL PRODUCTS

#### STEEL MILLS

				% Chang	<u>je Versus</u>
Shipments (tons in thousands)	Q2 '24	Q1 '24	Q2 '23	Prior Qtr.	Prior Year
Sheet	2,869	2,974	2,786	-4%	3%
Bars	2,005	1,912	2,122	5%	-6%
Structural	512	550	505	-7%	1%
Plate	448	412	520	9%	-14%
Other Steel	33	42	46	-21%	-28%
Total Shipments	5,867	5,890	5,979	0%	-2%
EBT <sup>1</sup> (\$ in millions)	\$645	\$1,102	\$1,404	-42%	-54%
EBT <sup>1</sup> /Ton (\$)	\$110	\$187	\$235	-41%	-53%

#### Q2 2024 vs. Q1 2024

- Overall flat shipments
- Lower realized pricing and metal margin

#### STEEL PRODUCTS

				% Chang	<u>je Versus</u>
Shipments (tons in thousands)	Q2 '24	Q1 '24	Q2 '23	Prior Qtr.	Prior Year
Tubular	214	208	239	3%	-10%
Joist & Deck	185	180	249	3%	-26%
Rebar Fabrication	265	238	332	11%	-20%
Piling	158	98	113	61%	40%
Cold finished	96	99	112	-3%	-14%
Other	156	142	148	10%	5%
Total Shipments	1,074	965	1,193	11%	-10%
EBT <sup>1</sup> (\$ in millions)	\$441	\$512	\$1,011	-14%	-56%
EBT <sup>1</sup> /Ton (\$)	\$411	\$531	\$847	-23%	-52%

Q2 2024 vs. Q1 2024

- Higher shipments
- Lower realized pricing & higher material costs



# SEGMENT RESULTS: RAW MATERIALS

#### **RAW MATERIALS**

				% Chang	<u>je Versus</u>
Production (tons in thousands)	Q2 '24	Q1 '24	Q2 '23	Prior Qtr.	Prior Year
DRI	987	1,066	1,028	-7%	-4%
Scrap Processing	1,037	1,049	1,075	-1%	-4%
Total Production <sup>1</sup>	2,024	2,115	2,103	-4%	-4%
EBT <sup>2</sup> (\$ in millions)	\$40	\$10	\$138	300%	-71%

Q2 2024 vs. Q1 2024

- Lower production and average pricing per ton
- Lower operating expenses



<sup>&</sup>lt;sup>1</sup>Total production excluding scrap brokerage activities.

# **QUARTERLY SALES AND EARNINGS DATA**

		5	SALES	ΓONS	(THC	USA	NDS <sub>2</sub>	) TO	OUT:	SIDE	CUS	TOM	ERS				EARNINGS (LOSS)		
			STEEL				S	STEE	L PR	ODU	CTS						COMP.	BEFORE INCOME TAXES	
YEAR	SHEET	BARS	STRUCTURAL	PLATE	TOTAL STEEL	STEEL JOISTS	STEEL DECK	COLD FINISH	REBAR FAB	PILING	TUBULAR PRODS	OTHER STEEL PRODS	TOTAL STEEL PRODS	RAW MATLS	TOTAL TONS	NET SALES (\$ 000'S)	SALES PRICE PER TON (\$)	(\$ 000'S)	\$ PER TON
2024																			
Q1	2,517	1,344	431	384	4,676	99	81	99	238	98	208	142	965	583	6,224	\$8,137,083	\$1,307	\$1,111,220	\$188
Q2	2,318	1,445	407	417	4,617	103	82	96	265	158	214	156	1,074	598	6,289	\$8,077,172	\$1,284	\$831,237	\$139
Q3																			
Q4																			
YEAR																			
2023																			
Q1	2,384	1,550	440	430	4,804	135	99	117	279	101	275	135	1,141	498	6,443	\$8,709,980	\$1,352	\$1,501,697	\$244
Q2	2,404	1,481	399	490	4,774	142	107	112	332	113	239	148	1,193	621	6,588	\$9,523,256	\$1,446	\$1,924,061	\$306
Q3	2,305	1,408	439	426	4,578	127	104	103	307	117	223	160	1,141	521	6,240	\$8,775,734	\$1,406	\$1,468,333	\$247
Q4	2,239	1,402	414	341	4,396	106	91	96	251	102	212	153	1,011	527	5,934	\$7,704,531	\$1,298	\$990,676	\$175
YEAR	9,332	5,841	1,692	1,687	18,552	510	401	428	1,169	433	949	596	4,486	2,167	25,205	\$34,713,501	\$1,377	\$5,884,767	\$245



# **QUARTERLY SALES PRICES & SCRAP COST**

AVG			STEEL MILLS	}		TOTAL		
EXTERNAL SALES PRICE PER NET TON	SHEET	BARS	STRUCTURAL	AL PLATE TOTA		STEEL PRODUCTS		
2024							2	
1 <sup>st</sup> Quarter	\$1,079	\$993	\$1,417	\$1,334	\$1,108	\$2,608		
2 <sup>nd</sup> Quarter	\$1,015	\$942	\$1,374	\$1,301	\$1,051	\$2,517		
First Half	\$1,048	\$967	\$1,396	\$1,317	\$1,079	\$2,560		
3 <sup>rd</sup> Quarter								
Nine Months								
4 <sup>th</sup> Quarter								
YEAR								
2023							2	
1 <sup>st</sup> Quarter	\$876	\$1,031	\$1,452	\$1,490	\$1,035	\$2,872		
2 <sup>nd</sup> Quarter	\$1,103	\$1,080	\$1,456	\$1,506	\$1,168	\$2,884		
First Half	\$990	\$1,055	\$1,454	\$1,499	\$1,101	\$2,878		
3 <sup>rd</sup> Quarter	\$1,021	\$1,029	\$1,429	\$1,558	\$1,114	\$2,837		
Nine Months	\$1,000	\$1,047	\$1,445	\$1,517	\$1,105	\$2,865		
4 <sup>th</sup> Quarter	\$914	\$961	\$1,407	\$1,407	\$1,015	\$2,776		
YEAR	\$979	\$1,026	\$1,436	\$1,495	\$1,084	\$2,845		

AVERAGE SCRAP AND SCRAP SUBSTITUTE COST				
	PER GROSS TON USED	PER NET TON USED		
2024				
1 <sup>st</sup> Quarter	\$421	\$376		
2 <sup>nd</sup> Quarter	\$396	\$354		
First Half	\$409	\$365		
3 <sup>rd</sup> Quarter				
Nine Months				
4 <sup>th</sup> Quarter				
YEAR				
2023				
1st Quarter	\$414	\$370		
2 <sup>nd</sup> Quarter	\$455	\$406		
First Half	\$435	\$388		
3 <sup>rd</sup> Quarter	\$415	\$371		
Nine Months	\$429	\$383		
4 <sup>th</sup> Quarter	\$397	\$354		
YEAR	\$421	\$376		



# RECONCILIATION OF GAAP TO NON-GAAP MEASURE - EBITDA

\$ in millions

	2020	2021	2022	2023	YTD '23	YTD '24	LTM
Net earnings before non-controlling interests	\$836	\$7,122	\$8,080	\$4,913	\$2,819	\$1,671	\$3,765
Net Interest expense	\$153	\$159	\$170	(\$30)	\$15	(\$40)	(\$85)
Income taxes		\$2,078	\$2,165	\$1,360	\$828	\$452	\$984
Depreciation expense	\$702	\$735	\$827	\$930	\$449	\$528	\$1,009
Amortization expense	\$83	\$129	\$235	\$238	\$117	\$120	\$241
Losses and impairments of assets	\$614	\$62	\$102				
EBITDA	\$2,388	\$10,292	\$11,579	\$7,411	\$4,227	\$2,731	\$5,915



# RECONCILIATION OF GAAP TO NON-GAAP MEASURE – FREE CASH FLOW (FCF)

\$ in millions

	2020	2021	2022	2023	YTD 2023	YTD 2024	LTM
CASH PROVIDED BY OPERATING ACTIVITIES	\$2,697	\$6,231	\$10,072	\$7,112	\$3,128	\$1,945	\$5,929
CAPITAL EXPENDITURES	(\$1,543)	(\$1,622)	(\$1,948)	(\$2,214)	(\$1,057)	(\$1,471)	(\$2,628)
FREE CASH FLOW	\$1,154	\$4,609	\$8,124	\$4,898	\$2,071	\$474	\$3,301

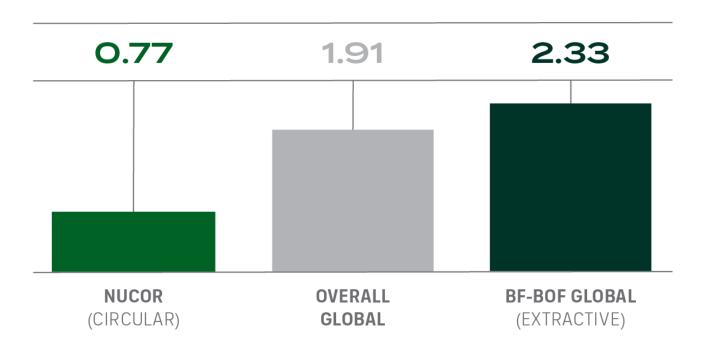


## INDUSTRY LEADING GHG INTENSITY

#### **2023 GHG INTENSITY COMPARISON**

SCOPE 1, 2 & 3 INTENSITY 1

(METRIC TONS OF  ${\rm CO_2}$  EQ. PER METRIC TON OF STEEL PRODUCED)



<sup>&</sup>lt;sup>1</sup> Overall Global and BF-BOF Global Scope 1, 2 and 3 Intensities are based on Worldsteel Association's latest sustainability indicator report.



# **2023 SUSTAINABILITY REPORT HIGHLIGHTS**

SAFETY & TEAMMATES	<ul> <li>5<sup>th</sup> consecutive year of improved safety, with 0.71 injury &amp; illness rate - 25% lower than prior year</li> <li>28 Nucor divisions had zero recordable injuries in 2023</li> <li>An employer of choice with a + 90% retention rate</li> <li>93% of teammates feel a sense of pride in their work</li> </ul>
ENERGY & GHG REDUCTION GOALS	<ul> <li>Committed to meaningful GHG emissions reduction toward net zero in 2050 - consistent with IEA decarbonization pathway for the steel sector</li> <li>Supporting U.S. transition to clean power         <ul> <li>Investing in Nuclear</li> <li>Sourcing incremental renewable power through PPAs</li> <li>Working to implement on-site renewable power generation and storage</li> </ul> </li> <li>Investing in CCS and novel, low or no GHG iron-making technologies</li> </ul>
GOVERNANCE	<ul> <li>Eight-member Board of Directors: seven independent, three women (two of whom are minority women)</li> <li>Our CEO and our entire executive team are fully engaged in Nucor's progress toward achieving our sustainability goals and initiatives</li> </ul>

