Q3 2023 Results

November 3, 2023

NYSE: EAF
www.graftech.com

GrafTech International

Today’s Presenters

Marcel Kessler
Chief Executive Officer and President

Jeremy Halford
Executive Vice President, Chief Operating Officer

Tim Flanagan
Chief Financial Officer, Senior VP Finance and Treasurer

Forward-Looking Statements

CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS: This presentation and related discussions may contain forward-looking statements within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements reflect our current views with respect to, among other things, financial projections, plans and objectives of management for future operations, and future economic performance. Examples of forward-looking statements include, among others, statements we make regarding future estimated volume, pricing and revenue, anticipated levels of capital expenditures, the suspension of our dividend, including the frequency and amount of any dividend we may pay, and guidance relating to earnings per share and adjusted EBITDA. You can identify these forward-looking statements by the use of forward-looking words such as “will,” “may,” “plan,” “estimate,” “project,” “believe,” “anticipate,” “expect,” “foresee,” “intend,” “should,” “would,” “could,” “target,” “goal,” “continue to,” “positioned to,” “are confident,” or the negative versions of those words or other comparable words. Any forward-looking statements contained in this presentation are based upon our historical performance and on our current plans, estimates and expectations considering information currently available to us. The inclusion of this forward-looking information should not be regarded as a representation by us that the future plans, estimates, or expectations contemplated by us will be achieved. Our expectations and targets are not predictions of actual performance and historically our performance has deviated, often significantly, from our expectations and targets. These forward-looking statements are subject to various risks and uncertainties and assumptions relating to our operations, financial results, financial condition, business, prospects, growth strategy and liquidity. Accordingly, there are or will be important factors that could cause our actual results to differ materially from those indicated in these statements. We believe that these factors include, but are not limited to: our dependence on the global steel industry generally and the electric arc furnace steel industry in particular; the cyclical nature of our business and the selling prices of our products, which may decline in the future, may lead to periods of reduced profitability and net losses; the sensitivity of our business and operating results to economic conditions, including any recession, and the possibility others may not be able to fulfill their obligations to us in a timely fashion or at all; the possibility that we may be unable to implement our business strategies in an effective manner; the possibility that global graphite electrode overcapacity may adversely affect graphite electrode prices; the competitiveness of the graphite electrode industry; our dependence on the supply of raw materials, including decant oil and petroleum needle coke, and disruptions in supply chains for these materials; our reliance on one facility in Monterrey, Mexico for the manufacturing of connecting pins; the availability and cost of electric power and natural gas, particularly in Europe; our manufacturing operations are subject to hazards; the legal, compliance, economic, social and political risks associated with our substantial operations in multiple countries; the possibility that fluctuation of foreign currency exchange rates could materially harm our financial results; the possibility that our results of operations could deteriorate if our manufacturing operations were substantially disrupted for an extended period, including as a result of equipment failure, climate change, regulatory issues, natural disasters, public health crises, such as the COVID-19 pandemic, political crises or other catastrophic events; the risks and uncertainties associated with litigation, arbitration, and like disputes, including disputes related to contractual commitments; our dependence on third parties for certain construction, maintenance, engineering, transportation, warehousing and logistics services; the possibility that we are subject to information technology systems failures, cybersecurity attacks, network disruptions and breaches of data security; the possibility that we are unable to recruit or retain key management and plant operating personnel or successfully negotiate with the representatives of our employees, including labor unions; the sensitivity of goodwill on our balance sheet to changes in the market; our dependence on protecting our intellectual property and the possibility that third parties may claim that our products or processes infringe their intellectual property rights; the impact of inflation and our ability to mitigate the effect on our costs; the impact of macroeconomic and geopolitical events, including developments arising from the COVID-19 pandemic and the conflict between Russia and Ukraine, on our business, results of operations, financial condition and cash flows, and the disruptions and inefficiencies in our supply chain that may occur as a result of such events; the possibility that our indebtedness could limit our financial and operating activities or that our cash flows may not be sufficient to service our indebtedness; the possibility that disruptions in the capital and credit markets could adversely affect our results of operations, cash flows and financial condition, or those of our customers and suppliers; the possibility that restrictive covenants in our financing agreements could restrict or limit our operations; recent increases in benchmark interest rates and the fact that any future borrowings may subject us to interest rate risk; changes in, or more stringent enforcement of, health, safety and environmental regulations applicable to our manufacturing operations and facilities; the possibility that the market price of our common stock could be negatively affected by sales of substantial amounts of our common stock, including by Brookfield Corporation and its affiliates (together, "Brookfield"); the fact that our stockholders have the right to engage or invest in the same or similar businesses as us; and the possibility that the cash dividends on our common stock, which are currently suspended, will remain suspended and we may not pay cash dividends on our common stock in the future.

These factors should not be construed as exhaustive and should be read in conjunction with the Risk Factors and other cautionary statements that are included in our most recent Annual Report on Form 10-K and other filings with the Securities and Exchange Commission. The forward-looking statements made in this presentation relate only to events as of the date on which the statements are made. Except as required by law, we do not undertake any obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise.

If one or more of these or other risks or uncertainties materialize, or if our underlying assumptions prove to be incorrect, our actual results may vary materially from what we may have expressed or implied by these forward-looking statements. We caution that you should not place undue reliance on any of our forward-looking statements. You should specifically consider the factors identified in this presentation that could cause actual results to differ before making an investment decision to purchase our common stock. Furthermore, new risks and uncertainties arise from time to time, and it is impossible for us to predict those events or how they may affect us.

Key Discussion Topics

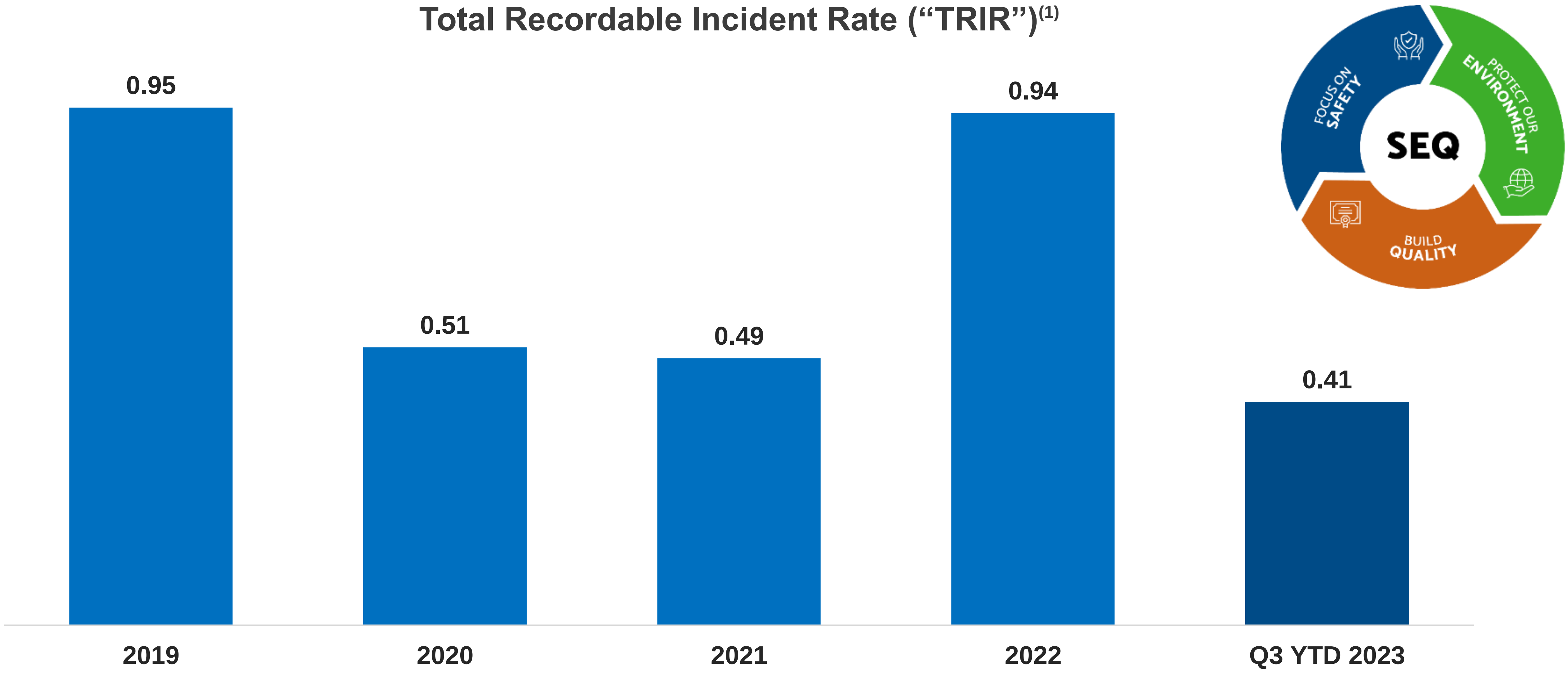
1. Results and near-term outlook reflect persistent softness in commercial environment

2. GrafTech is well-equipped to manage the current environment

3. Taking actions to optimally position GrafTech to benefit from industry tailwinds

Prioritizing Safety

Total Recordable Incident Rate ("TRIR")(1)

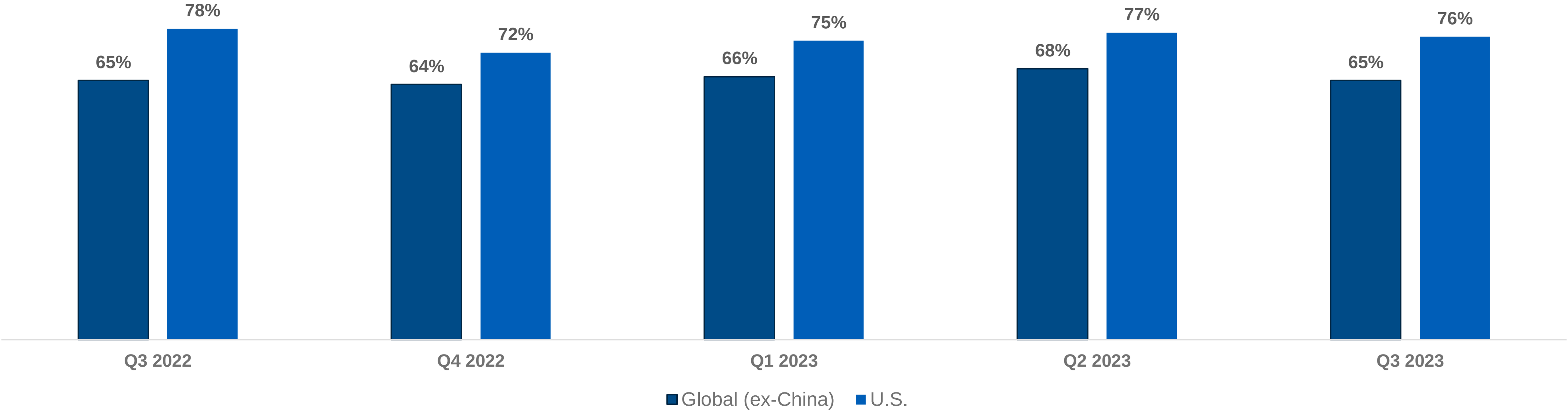


(1) TRIR measured per 200,000 hours worked.

Steel Industry Trends

- Steel industry production remains constrained by global economic uncertainty
- Global steel production, excluding China, of **201 million** tons in Q3 2023 versus **209 million** tons in Q2 2023(1)

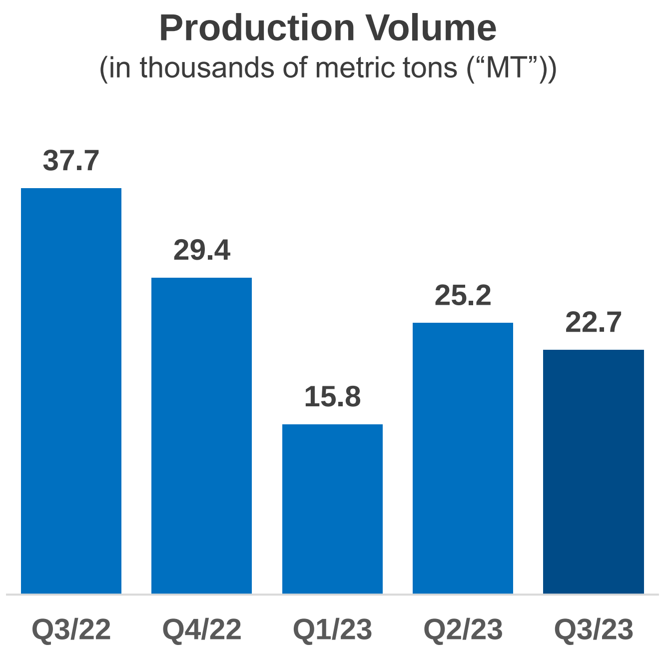
Steel Capacity Utilization Rates(2)

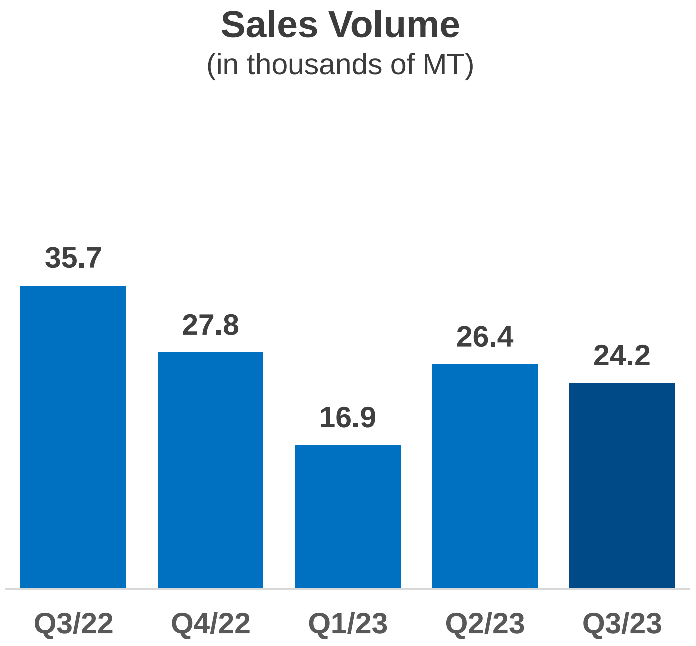


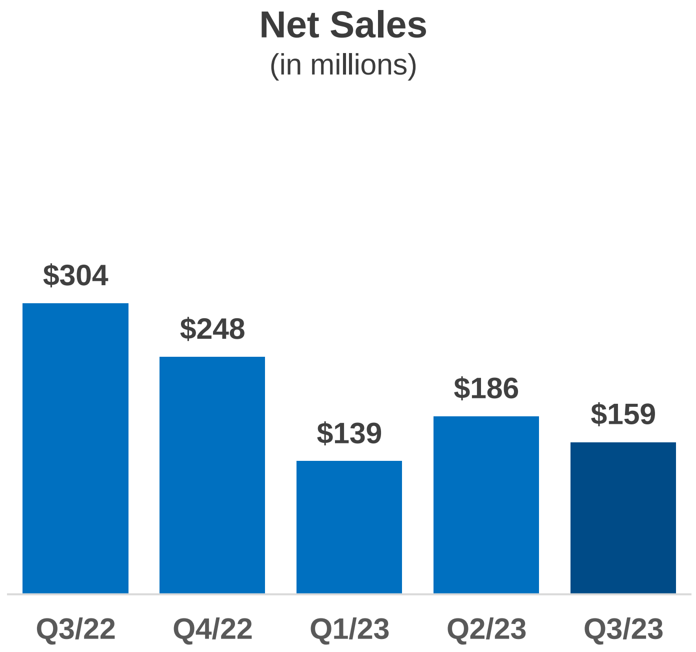
(1) Source: World Steel Association, as of October 2023.
(2) Source: World Steel Association, Metal Expert and GrafTech analysis for Global (ex-China) rates. American Iron and Steel Institute for U.S. rates. Data as of October 2023.

Production and Sales

- Q3 2023 production volume **down 40%**, sales volume **down 32%** and net sales **down 48%** compared to Q3 2022
- Reflects industry-wide softness in demand for graphite electrodes
- Net sales decline further reflects shift in mix from LTA volume to non-LTA volume and lower weighted-average realized prices





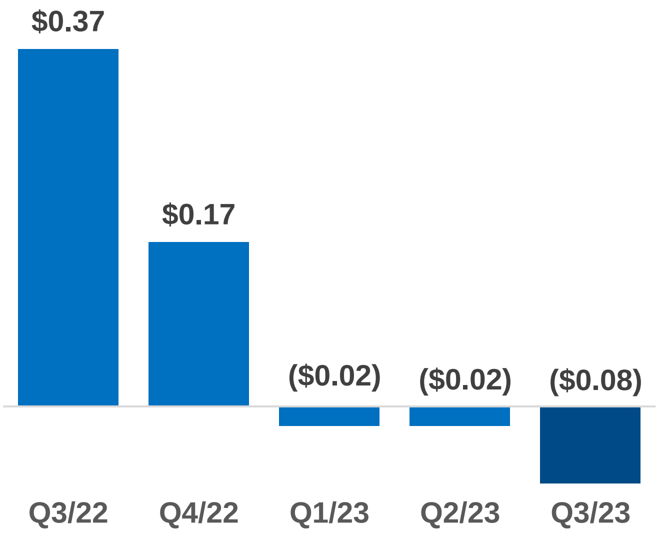


GrafTech International

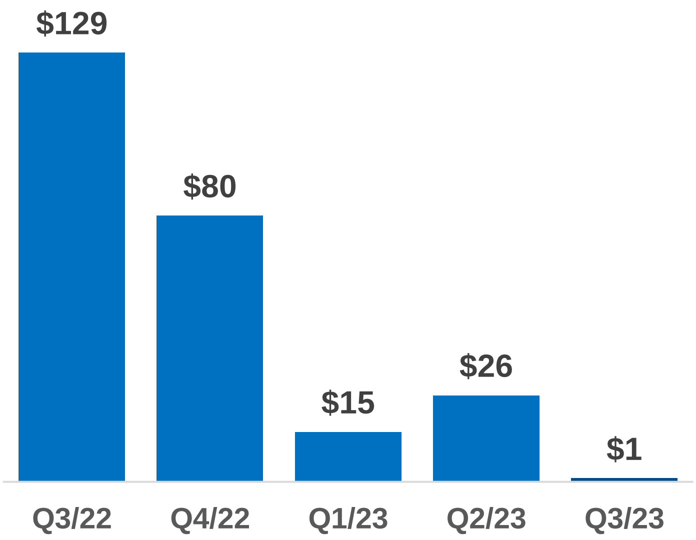
Earnings and Cash Flow

- Net loss of **$23 million**, or **$0.09** per share[1], for a net loss margin of **14%**
- Adjusted EBITDA[2] of **$1 million** and adjusted EBITDA margin[3] of **1%**
- Net cash provided by operating activities of **$51 million** and adjusted free cash flow[2] of **$43 million**

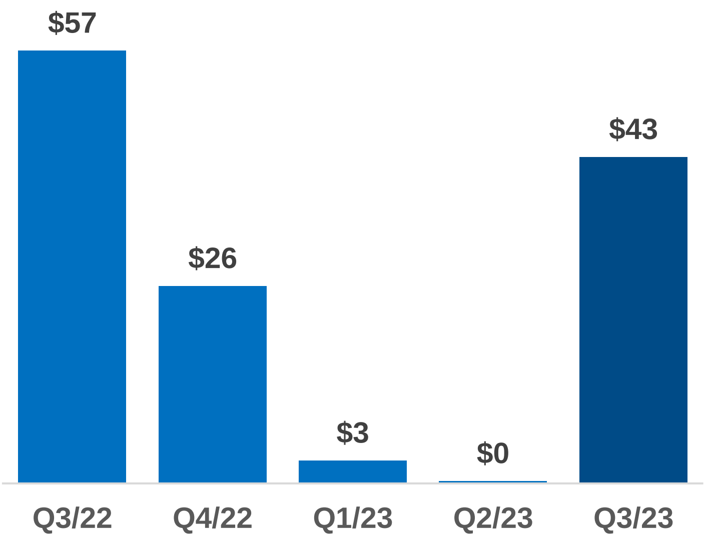
Adjusted Earnings (Loss) Per Share[1][2]



Adjusted EBITDA[2]
(in millions)



Adjusted Free Cash Flow[2]
(in millions)

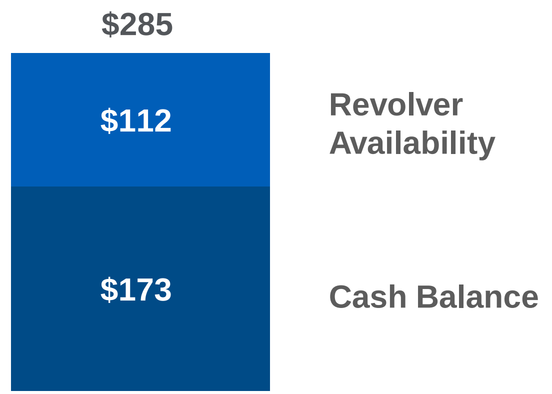


(1) Loss per share represents diluted loss per share. Adjusted earnings (loss) per share represents diluted adjusted earnings (loss) per share.
(2) Non-GAAP financial measure, see pages 13-18 for reconciliations.
(3) Adjusted EBITDA margin is a non-GAAP financial measure that is calculated as adjusted EBITDA divided by net sales (Q3 2023 adjusted EBITDA of $1 million/Q3 2023 net sales of $159 million).

Balance Sheet Strength and Financial Flexibility

- As of September 30, 2023:
  - Gross debt to adjusted EBITDA[1] of **7.8x**; Net debt to adjusted EBITDA[1] of **6.4x**
  - Liquidity of **$285 million** reflects financial covenant that limits borrowing availability under the revolver
- Do not anticipate the need to borrow against the revolver in 2023
- Current capital allocation approach focused on maintaining sufficient liquidity, while making targeted investments
- No debt maturities until December 2028

Liquidity
(in millions)



Debt Maturity Profile
(in millions)

(1) Non-GAAP financial measure using the trailing twelve month adjusted EBITDA, see page 16 for reconciliation.

Taking Actions to Benefit from Industry Tailwinds

Estimated Electric Arc Furnace ("EAF") Capacity Additions and Incremental Graphite Electrode Demand
(2023 to 2030)

170+ million MT / year

of Cumulative Global EAF Capacity Projected to Come Online by 2030 (excl. China)(1)

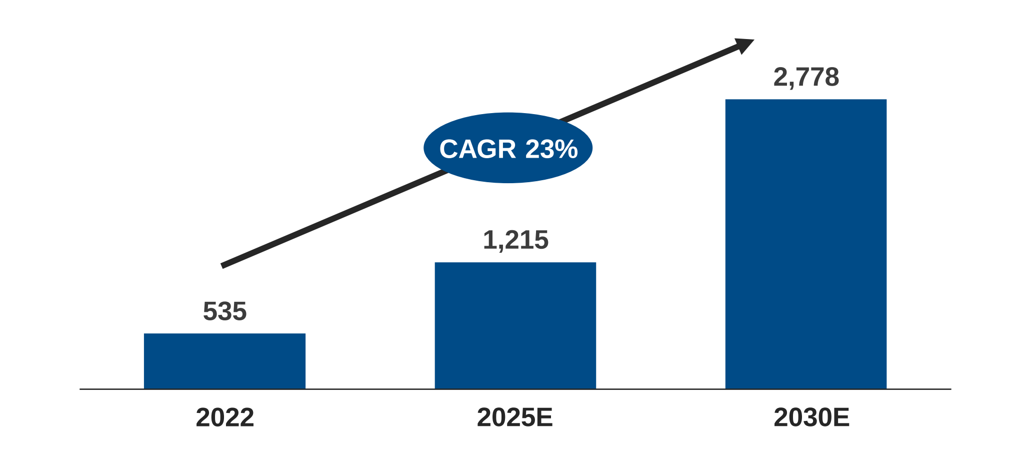
Would result in

~200 thousand MT / year

of Estimated Incremental Graphite Electrode Demand (excl. China)(2)

- Leveraging competitive advantages to capitalize on industry tailwinds for **our existing electrode business**
    - Steel industry's efforts to decarbonize expected to drive a continued shift to EAF steelmaking
    - Anticipate medium- to long-term demand growth for graphite electrodes driven by this ongoing transition

Implied Needle Coke Demand for Electric Vehicle ("EV") Market
(thousands of MT)(3)



- Studying ways to leverage our assets and expertise to participate in demand growth for **battery materials for the EV market**
    - Petroleum needle coke production
    - Graphitization to convert needle coke to synthetic graphite

(1) Source: Public announcements made by steel manufacturers and GrafTech analysis.
(2) Source: GrafTech analysis based on estimated demand for ultra-high power graphite electrodes for new EAFs after full ramp-up (actual ramp-up and delays are not considered).
(3) Source: GrafTech analysis based on Rho Motion projections as of Q1 2023 for EV sales and battery pack sizes. Assumes 1.2kg of anode material per kWh of battery pack capacity. Also assumes anode material is approximately 63% synthetic graphite in 2022, 53% in 2025 and 50% in 2030, with a yield of 67%.

Why GrafTech?

An Industry Leader in the Production of High-Quality Graphite Electrodes

- Graphite electrodes are essential to the operation of an EAF
- Reflecting environmental benefits, growth in EAF steelmaking expected to continue outpacing integrated steelmaking

Sustainable Competitive Advantages

- Operate three of the highest capacity graphite electrode manufacturing facilities in the world
- Substantial vertical integration into petroleum needle coke, our key raw material
- Needle coke demand expected to accelerate driven by use in the growing EV market

Focus on Providing Value-Added Services and Solutions for Customers

- Extensive intellectual property portfolio and experience in research and development
- ArchiTech® Furnace Productivity System provides enhanced customer value

Prudent and Disciplined Long-Term Capital Allocation Strategy

- Debt reduction to strengthen our balance sheet and provide strategic flexibility
- Investing in our operations
- Returning capital to our stockholders

GrafTech International

Non-GAAP Financial Measures

In addition to providing results that are determined in accordance with GAAP, we have provided certain financial measures that are not in accordance with GAAP. EBITDA, adjusted EBITDA, adjusted EBITDA margin, adjusted net (loss) income, adjusted (loss) earnings per share, free cash flow, adjusted free cash flow, gross debt to adjusted EBITDA, net debt, net debt to adjusted EBITDA and cash cost of goods sold per MT are non-GAAP financial measures.

We define EBITDA, a non-GAAP financial measure, as net income or loss plus interest expense, minus interest income, plus income taxes and depreciation and amortization. We define adjusted EBITDA, a non-GAAP financial measure, as EBITDA adjusted by any pension and other post-employment benefit ("OPEB") plan expenses or benefits, adjustments for public offerings and related expenses, non-cash gains or losses from foreign currency remeasurement of non-operating assets and liabilities in our foreign subsidiaries where the functional currency is the U.S. dollar, stock-based compensation expense, non-cash fixed asset write-offs and related party payable - Tax Receivable Agreement adjustments. Adjusted EBITDA is the primary metric used by our management and our Board of Directors to establish budgets and operational goals for managing our business and evaluating our performance.

We monitor adjusted EBITDA as a supplement to our GAAP measures, and believe it is useful to present to investors, because we believe that it facilitates evaluation of our period-to-period operating performance by eliminating items that are not operational in nature, allowing comparison of our recurring core business operating results over multiple periods unaffected by differences in capital structure, capital investment cycles and fixed asset base. Adjusted EBITDA margin is also a non-GAAP financial measure used by our management and our Board of Directors as supplemental information to assess the Company's operational performance and is calculated as adjusted EBITDA divided by net sales. In addition, we believe adjusted EBITDA, adjusted EBITDA margin and similar measures are widely used by investors, securities analysts, ratings agencies, and other parties in evaluating companies in our industry as a measure of financial performance and debt-service capabilities.

We define adjusted net (loss) income, a non-GAAP financial measure, as net (loss) income, excluding the items used to calculate adjusted EBITDA, less the tax effect of those adjustments. We define adjusted (loss) earnings per share, a non-GAAP financial measure, as adjusted net (loss) income divided by the weighted average diluted common shares outstanding during the period. We believe adjusted net (loss) income and adjusted (loss) earnings per share are useful to present to investors because we believe that they assist investors' understanding of the underlying operational profitability of the Company.

We define free cash flow, a non-GAAP financial measure, as net cash provided by operating activities less capital expenditures. We define adjusted free cash flow, a non-GAAP financial measure, as free cash flow adjusted by payments made or received from the settlement of interest rate swap contracts. We use free cash flow and adjusted free cash flow as critical measures in the evaluation of liquidity in conjunction with related GAAP amounts. We also use these measures when considering available cash, including for decision-making purposes related to dividends and discretionary investments. Further, these measures help management, the audit committee, and investors evaluate the Company's ability to generate liquidity from operating activities.

We define net debt, a non-GAAP financial measure, as gross debt minus cash and cash equivalents. We calculate debt to adjusted EBITDA as gross debt (or net debt) divided by the trailing twelve month adjusted EBITDA. We believe these are important measurements as they are an indicator of our ability to obtain additional capital resources for our future cash needs and are more representative of our financial position and ability to reduce debt if needed.

We define cash cost of goods sold per MT, a non-GAAP financial measure, as cost of goods sold less depreciation and amortization and less cost of goods sold associated with the portion of our sales that consists of deliveries of by-products of the manufacturing processes, with this total divided by our sales volume measured in MT. We believe this is an important measure as it is used by our management and Board of Directors to evaluate our costs on a per MT basis.

In evaluating EBITDA, adjusted EBITDA, adjusted EBITDA margin, adjusted net (loss) income, adjusted (loss) earnings per share, free cash flow and adjusted free cash flow, you should be aware that in the future, we will incur expenses similar to the adjustments in the reconciliations presented below. Our presentations of EBITDA, adjusted EBITDA, adjusted EBITDA margin, adjusted net (loss) income, adjusted (loss) earnings per share, free cash flow and adjusted free cash flow should not be construed as suggesting that our future results will be unaffected by these expenses or any unusual or non-recurring items. When evaluating our performance, you should consider EBITDA, adjusted EBITDA, adjusted EBITDA margin, adjusted net (loss) income, adjusted (loss) earnings per share, free cash flow and adjusted free cash flow alongside other measures of financial performance and liquidity, including our net (loss) income, (loss) earnings per share and cash flow from operating activities, respectively, and other GAAP measures.

Reconciliation to Adjusted Net (Loss) Income

($ in thousands)	Three Months Ended Sept 30, 2023	June 30, 2023	Mar 31, 2023	Dec 31, 2022	Sept 30, 2022
Net (loss) income	$ (22,621)	$ (7,851)	$ (7,369)	$ 50,331	$ 93,451
Adjustments, pre-tax:					
Pension and OPEB plan expenses (benefits)[(1)]	914	899	918	(8,993)	534
Public offerings and related expenses[(2)]	-	-	-	-	-
Non-cash (gains) losses on foreign currency remeasurement[(3)]	(287)	273	447	819	(532)
Stock-based compensation expense[(4)]	1,628	1,385	796	645	628
Non-cash fixed asset write-off[(5)]	-	-	-	1,068	-
Related party payable - Tax Receivable Agreement adjustment[(6)]	-	-	16	97	-
Total non-GAAP adjustments pre-tax	2,255	2,557	2,177	(6,364)	630
Income tax impact on non-GAAP adjustments[(7)]	500	474	357	(794)	198
Adjusted net (loss) income	$ (20,866)	$ (5,768)	$ (5,549)	$ 44,761	$ 93,883

(1) Net periodic benefit cost (credit) for our pension and OPEB plans, including a mark-to-market (gain) loss, representing actuarial gains and losses that result from the remeasurement of plan assets and obligations due to changes in assumptions or experience. We recognize in earnings the actuarial gains and losses in connection with the annual remeasurement in the fourth quarter of each year.
(2) Legal, accounting, printing and registration fees associated with the public offerings and related expenses.
(3) Non-cash (gains) losses from foreign currency remeasurement of non-operating assets and liabilities of our non-U.S. subsidiaries where the functional currency is the U.S. dollar.
(4) Non-cash expense for stock-based compensation grants.
(5) Non-cash fixed asset write-off recorded for obsolete assets.
(6) Non-cash expense adjustment for future payment to our sole pre-initial public offering ("IPO") stockholder for tax assets that are expected to be utilized.
(7) The tax impact on the non-GAAP adjustments is affected by their tax deductibility and the applicable jurisdictional tax rates.

GrafTech International

Reconciliation to Adjusted (Loss) Earnings Per Share

	Three Months Ended				
	Sept 30, 2023	June 30, 2023	Mar 31, 2023	Dec 31, 2022	Sept 30, 2022
(Loss) earnings per share	$ (0.09)	$ (0.03)	$ (0.03)	$ 0.20	$ 0.36
Adjustments per share, pre-tax:					
Pension and OPEB plan expenses (benefits)(1)	-	-	0.01	(0.04)	-
Public offerings and related expenses(2)	-	-	-	-	-
Non-cash (gains) losses on foreign currency remeasurement(3)	-	-	-	-	-
Stock-based compensation expense(4)	0.01	0.01	-	-	0.01
Non-cash fixed asset write-off(5)	-	-	-	0.01	-
Related party payable - Tax Receivable Agreement adjustment(6)	-	-	-	-	-
Total non-GAAP adjustments pre-tax per share	0.01	0.01	0.01	(0.03)	0.01
Income tax impact on non-GAAP adjustments per share(7)	-	-	-	-	-
Adjusted (loss) earnings per share	$ (0.08)	$ (0.02)	$ (0.02)	$ 0.17	$ 0.37

(1) Net periodic benefit cost (credit) for our pension and OPEB plans, including a mark-to-market (gain) loss, representing actuarial gains and losses that result from the remeasurement of plan assets and obligations due to changes in assumptions or experience. We recognize in earnings the actuarial gains and losses in connection with the annual remeasurement in the fourth quarter of each year.
(2) Legal, accounting, printing and registration fees associated with the public offerings and related expenses.
(3) Non-cash (gains) losses from foreign currency remeasurement of non-operating assets and liabilities of our non-U.S. subsidiaries where the functional currency is the U.S. dollar.
(4) Non-cash expense for stock-based compensation grants.
(5) Non-cash fixed asset write-off recorded for obsolete assets.
(6) Non-cash expense adjustment for future payment to our sole pre-IPO stockholder for tax assets that are expected to be utilized.
(7) The tax impact on the non-GAAP adjustments is affected by their tax deductibility and the applicable jurisdictional tax rates.

GRAFTech International

Reconciliation to Adjusted EBITDA

	Three Months Ended				
($ in thousands)	Sept 30, 2023	June 30, 2023	Mar 31, 2023	Dec 31, 2022	Sept 30, 2022
Net (loss) income	$ (22,621)	$ (7,851)	$ (7,369)	$ 50,331	$ 93,451
Add:					
Depreciation and amortization	16,954	15,322	10,777	13,788	13,262
Interest expense	15,719	13,907	12,806	11,533	6,424
Interest income	(1,144)	(242)	(372)	(2,283)	(241)
Income taxes	(10,244)	2,329	(2,904)	13,096	15,041
EBITDA	(1,336)	23,465	12,938	86,465	127,937
Adjustments:					
Pension and OPEB plan expenses (benefits)(1)	914	899	918	(8,993)	534
Public offerings and related expenses(2)	-	-	-	-	-
Non-cash (gains) losses on foreign currency remeasurement(3)	(287)	273	447	819	(532)
Stock-based compensation expense(4)	1,628	1,385	796	645	628
Non-cash fixed asset write-off(5)	-	-	-	1,068	-
Related party payable - Tax Receivable Agreement adjustment(6)	-	-	16	97	-
Adjusted EBITDA	$ 919	$ 26,022	$ 15,115	$ 80,101	$ 128,567

(1) Net periodic benefit cost (credit) for our pension and OPEB plans, including a mark-to-market (gain) loss, representing actuarial gains and losses that result from the remeasurement of plan assets and obligations due to changes in assumptions or experience. We recognize in earnings the actuarial gains and losses in connection with the annual remeasurement in the fourth quarter of each year.
(2) Legal, accounting, printing and registration fees associated with the public offerings and related expenses.
(3) Non-cash (gains) losses from foreign currency remeasurement of non-operating assets and liabilities of our non-U.S. subsidiaries where the functional currency is the U.S. dollar.
(4) Non-cash expense for stock-based compensation grants.
(5) Non-cash fixed asset write-off recorded for obsolete assets.
(6) Non-cash expense adjustment for future payment to our sole pre-IPO stockholder for tax assets that are expected to be utilized.

GrafTech International

Reconciliation to Net Debt and Calculation of Debt to Adjusted EBITDA

($ in thousands)	Sept 30, 2023	Dec 31, 2022
Long-term debt	$ 924,375	$ 921,803
Long-term debt, current maturities	127	124
Add: Unamortized debt discount and issuance costs	(25,764)	(12,049)
Total gross debt	950,266	933,976
Less: Cash and cash equivalents	172,807	134,641
Net debt	$ 777,459	$ 799,335
Adjusted EBITDA for the trailing twelve months	$ 122,157	$ 536,464
Gross debt to adjusted EBITDA	7.8	1.7
Net debt to adjusted EBITDA	6.4	1.5

GrafTech International

Reconciliation to Free Cash Flow and Adjusted Free Cash Flow

	Three Months Ended				
($ in thousands)	Sept 30, 2023	June 30, 2023	Mar 31, 2023	Dec 31, 2022	Sept 30, 2022
Net cash provided by (used in) operating activities	$ 51,495	$ (9,024)	$ 24,798	$ 50,023	$ 68,166
Capital expenditures	(8,498)	(14,518)	(25,271)	(26,884)	(15,933)
Free cash flow	42,997	(23,542)	(473)	23,139	52,233
Interest rate swap settlements[(1)(2)]	-	23,823	3,630	2,661	5,195
Adjusted free cash flow	$ 42,997	$ 281	$ 3,157	$ 25,800	$ 57,428

GRAFTech International

(1) Receipt of cash related to the monthly settlement of our outstanding interest rate swap contracts.
(2) The three months ended June 30, 2023 includes cash received from the termination of our interest rate swap contracts.

Reconciliation to Cash Cost of Goods Sold per MT

($ in thousands, except per MT amounts)	Three Months Ended Sept 30, 2023	June 30, 2023	Mar 31, 2023	Dec 31, 2022	Sept 30, 2022	Nine Months Ended Sept 30, 2023	Sept 30, 2022	Year Ended Dec 31, 2022
Cost of goods sold	$ 157,603	$ 157,216	$ 112,645	$ 163,492	$ 170,171	$ 427,464	$ 562,881	$ 726,373
Less:								
Depreciation and amortization(1)	15,291	13,605	9,065	12,078	11,566	37,961	36,602	48,680
Cost of goods sold - by-products and other(2)	430	4,958	8,332	7,716	5,452	13,720	33,895	41,611
Cash cost of goods sold	141,882	138,653	95,248	143,698	153,153	375,783	492,384	636,082
Sales volume (in thousands of MT)	24.2	26.4	16.9	27.8	35.7	67.5	121.3	149.1
Cash cost of goods sold per MT	$ 5,863	$ 5,252	$ 5,636	$ 5,169	$ 4,290	$ 5,567	$ 4,059	$ 4,266

GRAFTech International

(1) Reflects the portion of depreciation and amortization that is recognized in cost of goods sold.
(2) Primarily reflects cost of goods sold associated with the portion of our sales that consists of deliveries of by-products of the manufacturing processes.

GrafTech International Ltd.
982 Keynote Circle
Brooklyn Heights, Ohio 44131

Ticker: EAF (NYSE)
Website: www.graftech.com

Contact: Michael Dillon
Email: investor.relations@graftech.com
Phone: 1.216.676.2000