GRAFTech International

Citi 2018 Basic Materials Conference

November 27, 2018



Forward-looking Statements

NOTE ON FORWARD-LOOKING STATEMENTS: This presentation and related discussions may contain forward looking statements that reflect our current views with respect to, among other things, future events and financial performance. You can identify these forward looking statements by the use of forward looking words such as “will,” “may,” “plan,” “estimate,” “project,” “believe,” “anticipate,” “expect,” “intend,” “should,” “would,” “could,” “target,” “goal,” “continue to,” “are positioned,” “are confident,” “remain optimistic” or the negative version 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 in light of 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. Actual future events, circumstances, performance and trends could differ materially, positively or negatively, due to various factors, including: our history of net losses and the possibility that we may not maintain profitability in the future; the possibility that we may be unable to implement our business strategies, including our initiative to secure and maintain longer-term customer contracts, in an effective manner; the possibility that recent tax legislation could adversely affect us or our stockholders; the fact that pricing for graphite electrodes has historically been cyclical and, in the future, the price of graphite electrodes will likely decline from recent record highs; the sensitivity of our business and operating results to economic conditions; our dependence on the global steel industry generally and the electric arc furnace (“EAF”) steel industry in particular; 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 petroleum needle coke; our dependence on supplies of raw materials (in addition to petroleum needle coke) and energy; the legal, 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, natural disasters, public health crises, political crises or other catastrophic events; the possibility that plant capacity expansions may be delayed or may not achieve the expected benefits; our dependence on third parties for certain construction, maintenance, engineering, transportation, warehousing and logistics services; 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 possibility that we may divest or acquire businesses, which could require significant management attention or disrupt our business; the sensitivity of goodwill on our balance sheet to changes in the market; the possibility that we are subject to information technology systems failures, cybersecurity attacks, network disruptions and breaches of data security; our dependence on protecting our intellectual property; the possibility that third parties may claim that our products or processes infringe their intellectual property rights; the possibility that our manufacturing operations are subject to hazards; changes in, or more stringent enforcement of, health, safety and environmental regulations applicable to our manufacturing operations and facilities; the possibility that significant changes in our jurisdictional earnings mix or in the tax laws of those jurisdictions could adversely affect our business; 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 restrictive covenants in our financing agreements could restrict or limit our operations; the fact that borrowings under certain of our existing financing agreements subjects us to interest rate risk; the possibility of a lowering or withdrawal of the ratings assigned to our debt; 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 highly concentrated ownership of our common stock may prevent minority stockholders from influencing significant corporate decisions; the fact that certain of our stockholders have the right to engage or invest in the same or similar businesses as us; the fact that certain provisions of our Amended and Restated Certificate of Incorporation and our Amended and Restated By Laws could hinder, delay or prevent a change of control; the fact that the Court of Chancery of the State of Delaware will be the exclusive forum for substantially all disputes between us and our stockholders; our status as a “controlled company” within the meaning of the NYSE corporate governance standards, which allows us to qualify for exemptions from certain corporate governance requirements; and other risks described in the “Risk Factors” section of our quarterly reports on Form 10-Q and other SEC filings.

These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that are included in our quarterly reports on Form 10-Q and other SEC filings. The forward-looking statements made in this presentation relate only to events as of the date on which the statements are made. We do not undertake any obligation to publicly update or review any forward-looking statement, except as required by law, whether as a result of new information, future developments or otherwise.

An Industry Leading Graphite Electrode Manufacturer

- Graphite electrodes are a highly engineered, mission critical industrial consumable
- Vertical integration into petroleum needle coke provides sustainable competitive advantage
- Commercial strategy focused on stable long-term agreements
- Expanding production capacity in a structurally changed industry
- Committed to a shareholder friendly financial policy

Petroleum Needle Coke



Seadrift Coke L.P.



Also a key raw material for electric car batteries

Key raw material

Ultra High Power Electrodes

Graphite electrode



No substitute

EAF Steelmaking





GRAFTech International

Executing Our Strategy in a Structurally Changed Industry

Market conditions remain favorable

- GrafTech's Q3 spot volumes were minimal due to timing of contract sales and planned maintenance
- Recent short-term pricing from major UHP electrode competitors in the range of $12,000 to $15,000/MT[1]
- Short-term pricing from competitors has steadily increased for the past 6 quarters

Delivering growth

- 2019 will be first full-year with increased capacity and without legacy short term purchase orders
- Debottlenecking initiatives on track for completion by year-end
- Increases production capacity by 35,000 MT or 21% to 202,000 MT per year
- Prioritizing debottlenecking volumes

Expanding our transformational commercial strategy

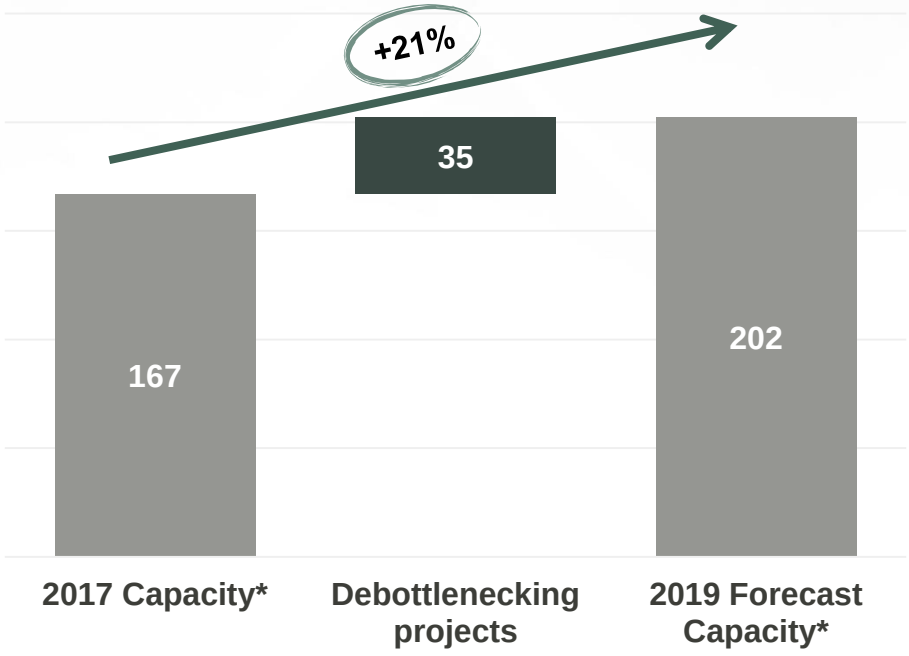
- $6.2BN revenue executed on long-term, fixed-volume, fixed-price, take-or-pay contracts (2018-2022)
- New long-term contracting initiative launched; expect new take-or-pay agreements to be settled on favorable terms
- We believe we will secure appropriate raw materials to support new long-term agreements

[1] BAML, Jefferies, Credit Suisse

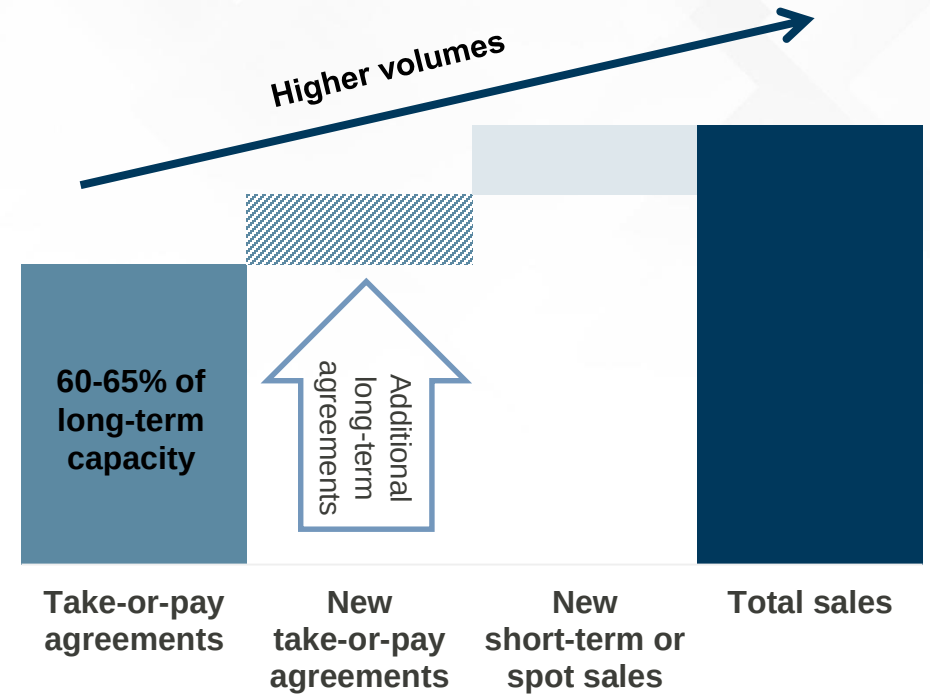
Delivering Growth and Expanding Our Commercial Strategy

- GrafTech to complete debottlenecking projects and legacy short-term purchase orders by YE 2018
- 2019: volumes are expected to be higher with the addition of 35,000 tons of capacity; pricing is expected to be higher as legacy short-term purchase orders roll off
- Higher volumes and pricing are expected to offset higher third party needle coke costs
- St. Marys remains an attractive option for the future

Expanding Production Capacity



Evolving Commercial Strategy

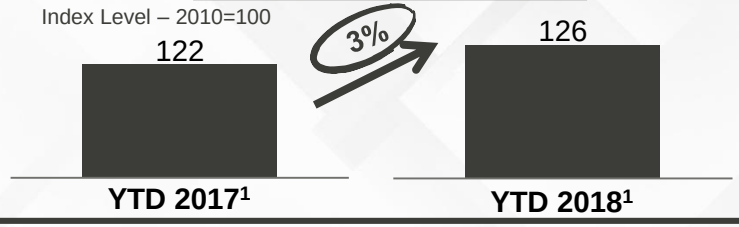


* Capacity figures exclude St. Marys

Graphite Electrode Demand is Supported by Strong Steel Industry Trends

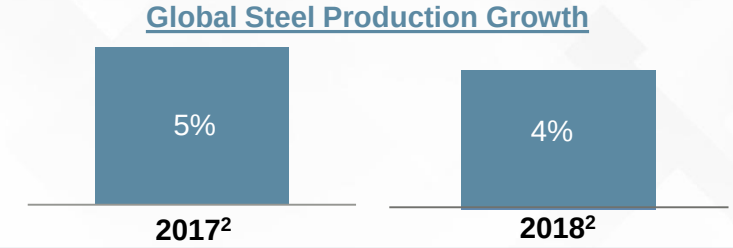
1

Steel consuming industries strong in our key markets



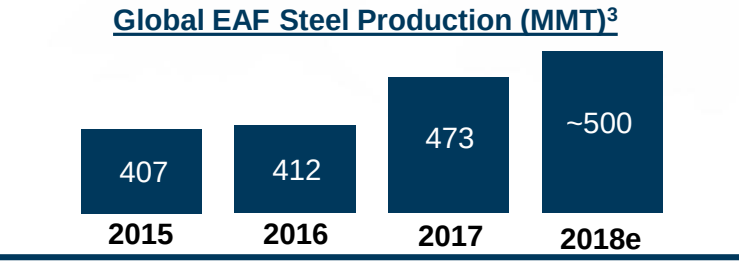
2

World steel production growth remains robust



3

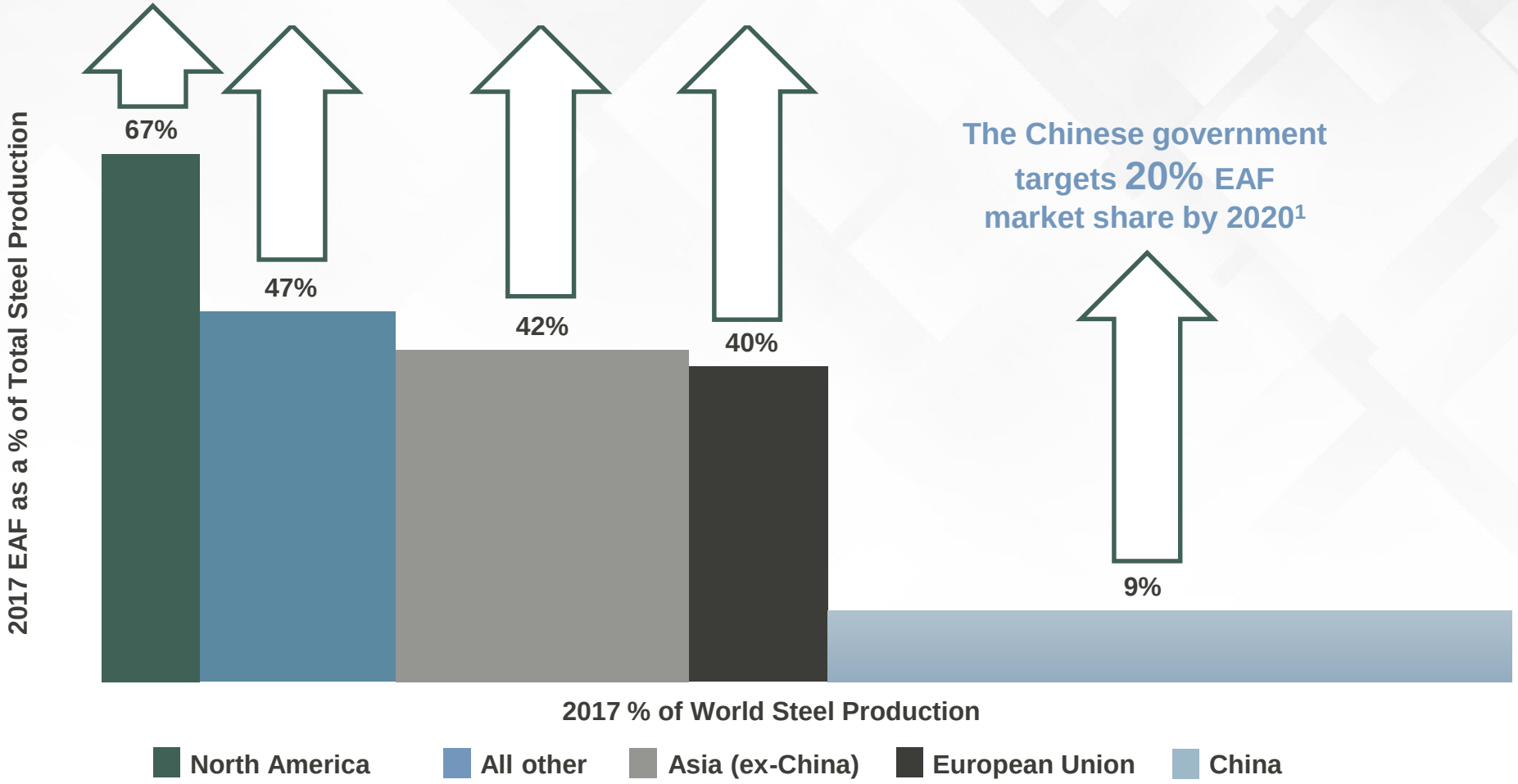
EAFs continuing to take share



[1] FactSet as of 11/20/18, August production level for 2017 and 2018; [2] Per World Steel Association's October 2018 Short Range Outlook [3]World Steel Association and management estimates

GRAFTech International

Global Shift to EAF Steel Production



EAF steelmaking continues to take market share including aggressive Chinese EAF growth targets

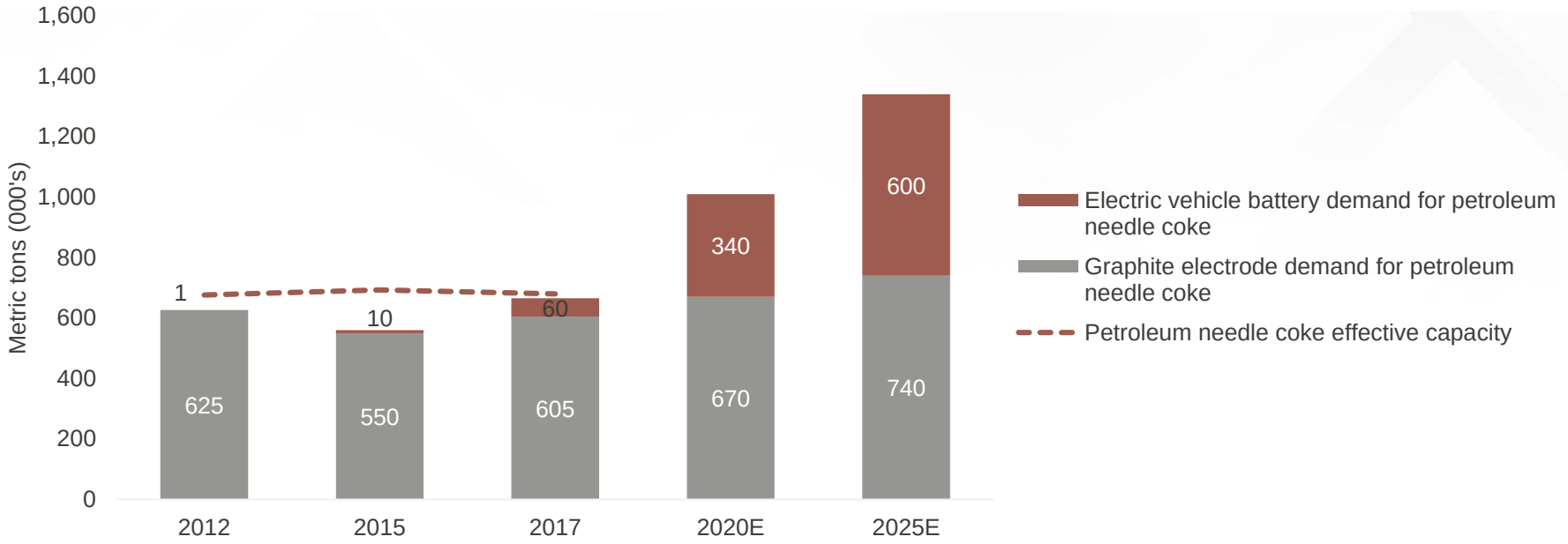
Source: World Steel Association [1]China's 12th Five Year Plan, released in 2011

GRAFTech International

Vertical Integration Provides Security of Supply and Cost Advantage

- Seadrift expected to meet **~2/3 of our future petroleum needle coke needs;** provides low cost and certain supply
  - Needle coke represents 25% - 45% of the cost to produce a GE with Seadrift petroleum needle coke
- New petroleum needle coke capacity is expensive and difficult to add; no new greenfield capacity ex-China since 1980s
- Electric vehicle (EV) battery demand for petroleum needle coke has constrained supply and pushed market prices higher
- **The cost of producing a graphite electrode using Seadrift needle coke is significantly below the cost using 3rd party needle coke**

Strong Demand Pull from Electric Vehicle Batteries[1]



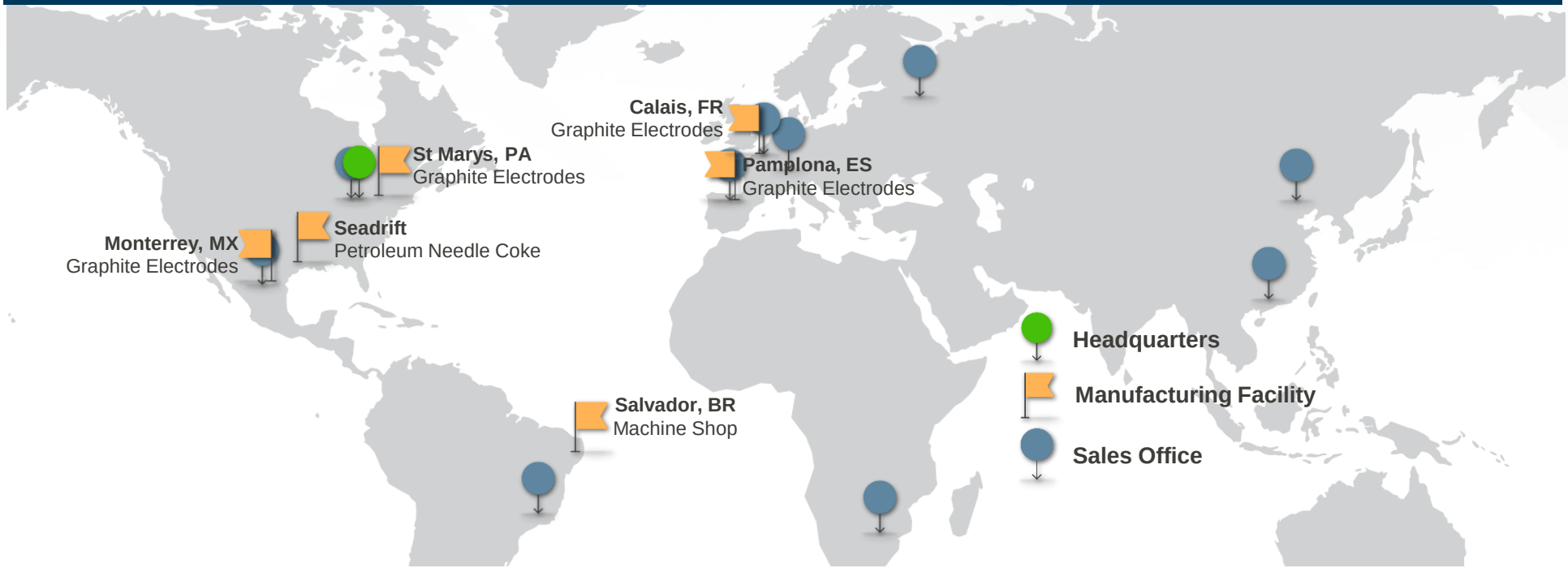
[1] GrafTech estimated annual electric vehicle deliveries based on the midpoints of IEA's estimated ranges for electric vehicle stock in 2020 (9 million to 20 million) and 2025 (40 million to 70 million); estimated annual electric vehicle deliveries reflect CAGRs of 79% for 2017-2020 and 12% for 2020-2025 to achieve each midpoint, assuming no replacement of existing stock. Electric car demand for petroleum needle coke is based on management estimates of 40 kilograms of anode powder per electric vehicle (anode powder consumes 2 MT of needle coke per MT, with at least 75% of needle coke supply provided by petroleum needle coke)

Expanding Production of Graphite Electrodes and Needle Coke

- Debottlenecking initiative on track to increase production capacity by 21% to 202,000 MT[1] by 2018YE
  - Calais: Installation of furnaces and a multipurpose crane completed in Q3
  - Pamplona: Forming press start-up on track for late 2018
- Seadrift planned maintenance outage underway; modest productivity improvements by mid-2019

[1] Excludes St. Marys

Global Network of Production and Sales

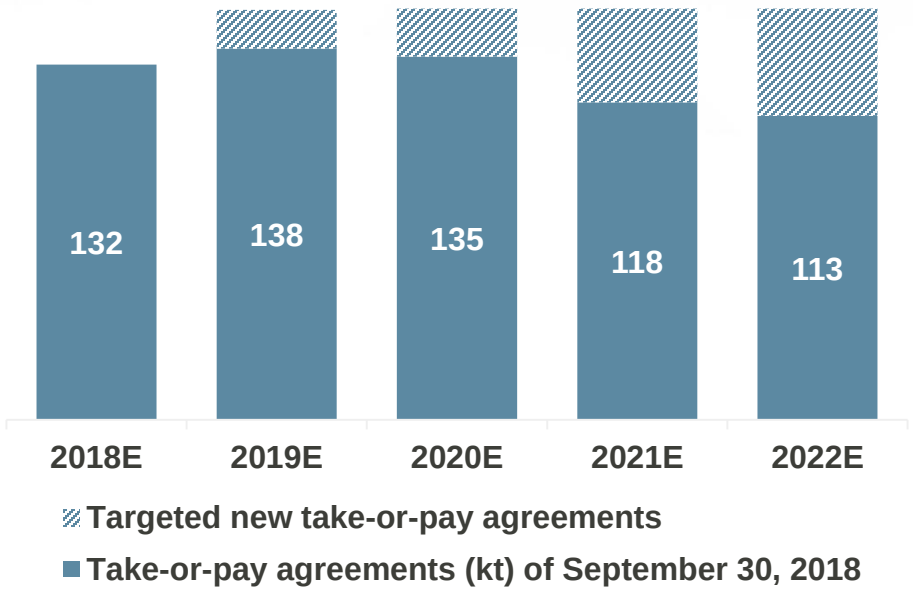


GRAFTech International

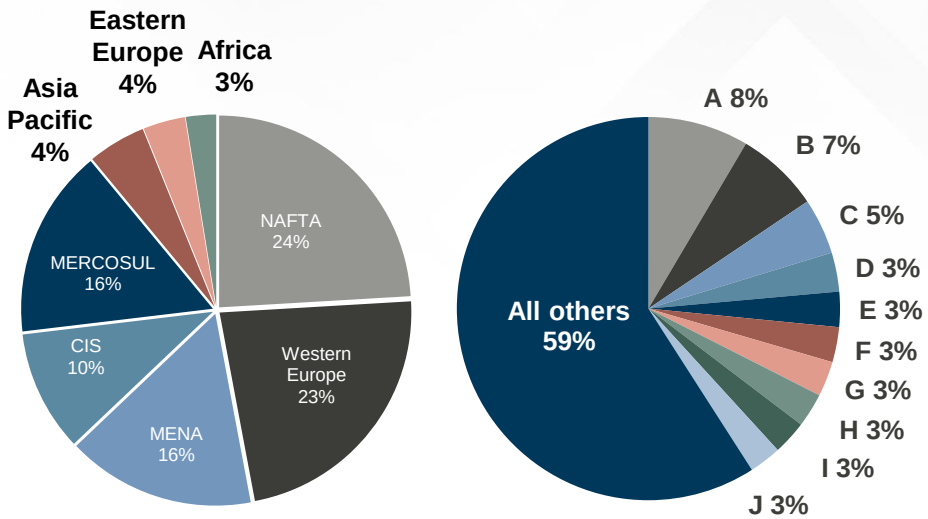
Unique Long Term Contracts Provide Profitability and Visibility

- **Existing long-term agreements (LTAs) >100 3 - 5 year take-or-pay fixed price and volume contracts**; ~636,000 MT contracted at a weighted average contract price of ~$9,700 / MT ($6.2BN contracted revenue[1])
- Negotiations for **additional take-or-pay contracts** are on-going; expect new take-or-pay agreements to be settled on favorable terms
- **Vertical integration supports commercial strategy**; securing appropriate raw materials to support increased long-term agreements

Increasing Revenue From Take-or-Pay Contracts



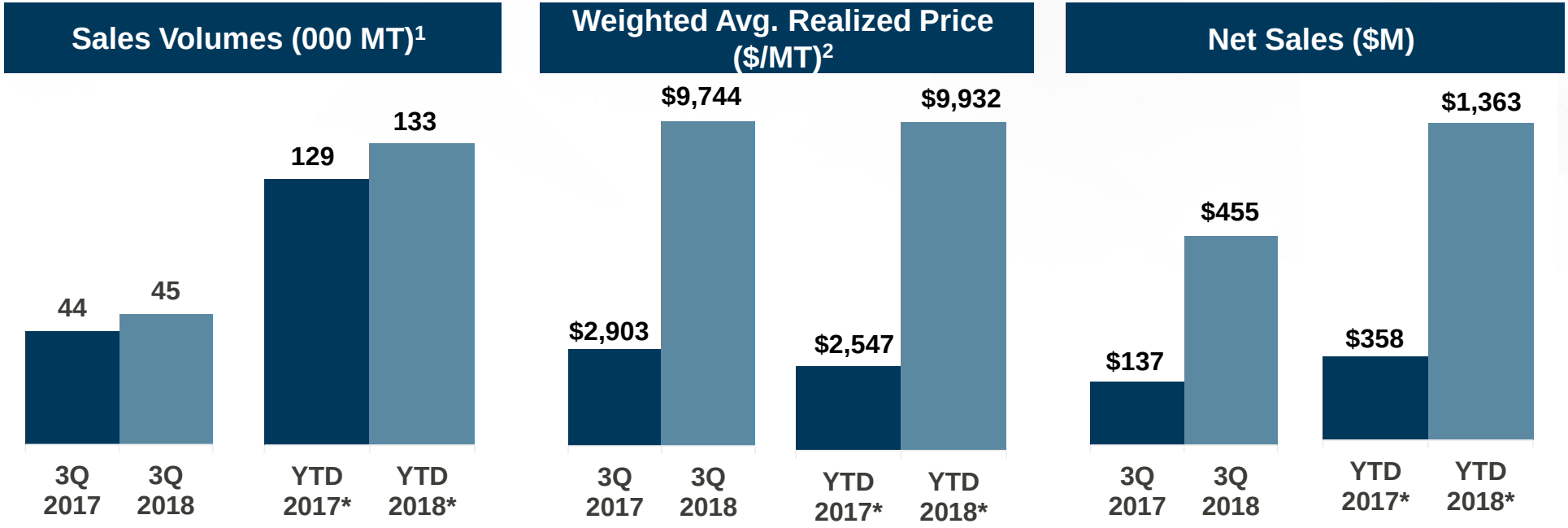
>100 Customers Located Globally, With No Customer Concentration[2]



Source: GrafTech estimates; [1] Contracted revenue reflects the product of the weighted average realized contract price and the contracted volume for the period; [2] Based on contracted volume as of 9/30/18

Higher Net Sales Driven by Strong Graphite Electrode Demand

- YTD 2018* net sales +280% from prior year due to higher sales volumes and pricing
  - YTD 2018* sales volumes +3% from prior year
  - YTD 2018* weighted average realized price +290% from prior year
  - Weighted average realized price -2% from 2Q 2018; fewer tons available for spot sales, product mix shift



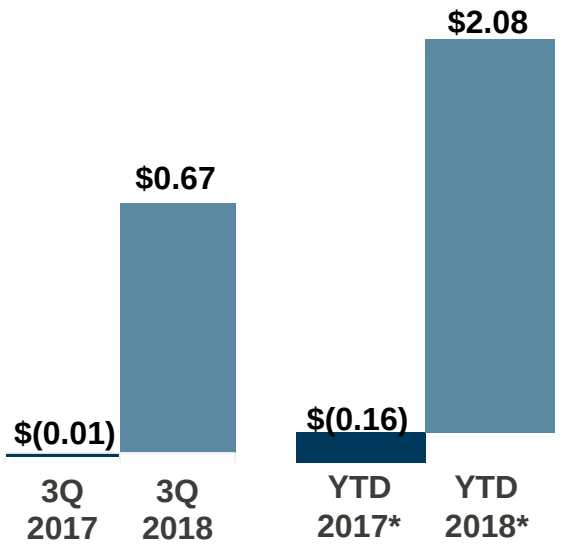
* Year-to-date figures are for the nine months ended September 30 [1] Total volume of graphite electrode sales for which revenue was recognized during the period [2] Total revenues from sales of graphite electrodes divided by graphite electrode sales volume during the period

GRAFTech International

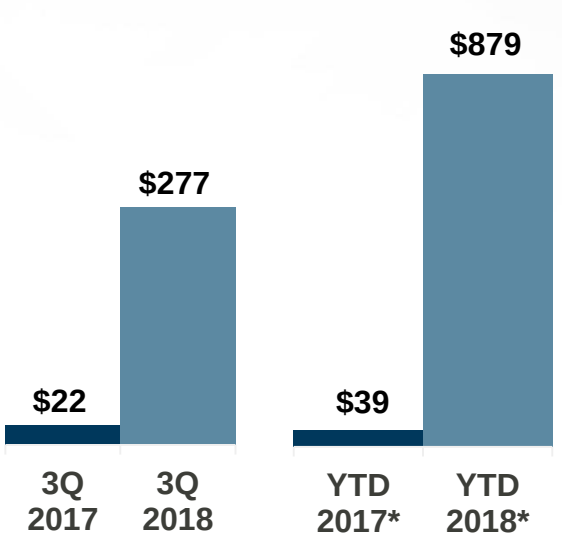
Delivering Value Through Strategic Execution

- Financial results benefit from increased sales volumes and weighted average realized price
- Cost of sales impacted by higher third party raw materials costs
- 3Q 2018 EPS of $0.67 inline with 2Q 2018
- Free cash flow of over $200M for the second consecutive quarter[3]

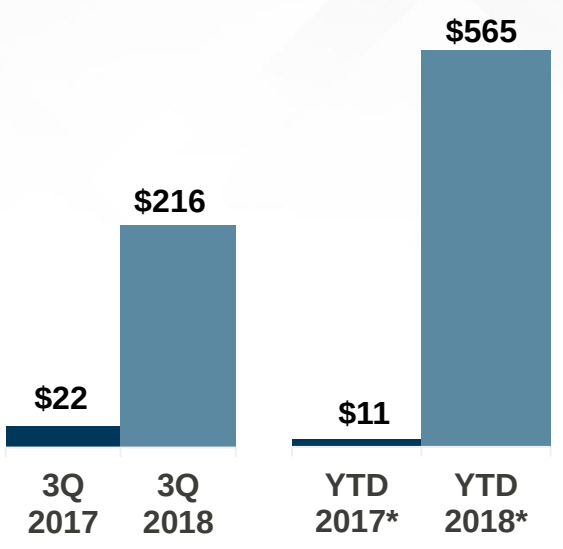
Earnings Per Share[1]



Adj. EBITDA Cont'g Ops ($M)[2]



Free Cash Flow ($M)[3]



* Year-to-date figures are for the nine months ended September 30 [1] Earnings per share represents diluted earnings per share after giving effect to the stock split effected on April 12, 2018 and the share repurchase effected on August 13, 2018, resulting in 290,537,612 shares outstanding. [2] Non-GAAP measure, see page 24 for reconciliation. [3] Non-GAAP measure, see page 25 for reconciliation

GRAFTech International

Committed to a Responsible and Shareholder Friendly Financial Policy

Strong liquidity and cash flows

- As of 9/30/18, total liquidity was approximately $346M[1] including $103M in cash and equivalents
- Through 9/30/18, free cash flow[2] of $565M

Manage the business in a responsible manner

- Focus on operational improvement with appropriate levels of capital investment

Deploy capital for shareholder returns in a disciplined manner

- Board approved quarterly dividend of $0.085 per share payable December 31, 2018
- Completed $225M share repurchase in August, accretive to EPS
- Board and management continue to evaluate dividend and share repurchase options[3]

Maintain prudent capital structure to ensure operational and strategic flexibility

- Current leverage[4] of 1.9x is comfortably below target maximum leverage of 2.0x to 2.5x
- Assess growth and investment opportunities and capital returns consistent with BB rated company

[1] Liquidity includes available revolver capacity and cash and equivalents [2] Non-GAAP measure, see page 25 for reconciliation [3] Any dividends or share repurchases are subject to the discretion and approval by the Board of Directors and may vary in amounts from prior periods due to circumstances considered by the Board of Directors at the time of such approval [4] Leverage is defined as total debt divided by Adjusted EBITDA from continuing operations; Current leverage calculated using annualized Adjusted EBITDA from continuing operations for the nine months ended September 30, 2018 of $879M and total debt of $2,183M.

GrafTech's Corporate Transformation Continues

2013	2018	What's next
Diversified across 2 business segments with 7 product groups	Exclusively focused on graphite electrode business	**EAF consumer focused services, solutions and products**
6 operating graphite electrode plants	3 operating graphite electrode plants	**Economies of scale**
3,034 employees	1,371 employees, ⬇ -55%	**Continued streamlined operations**
$111MM SG&A	$62MM SG&A*, ⬇ -42%	**Continued cost discipline**
100% short-term contracts	Long-term, take-or-pay fixed-price, fixed-volume contracts	**Long-term, sustainable business model**
No dividends	Initiated regular dividend + other shareholder returns	**Committed to a shareholder friendly financial policy**

* Reflects annualized SG&A for the nine months ending September 30, 2018.

Key Investment Highlights

1. Mission critical, highly engineered consumable for the high growth EAF market
2. Market leading high capacity plants and vertical integration drive low cost production
3. Unique long-term contracts provide profitability and visibility
4. Expanding production capacity to target structurally higher prices
5. YTD 2018 Adj. EBITDA from continuing operations[1] of $879M and free cash flow[2] of $565M

[1] Nine months ended September 30 ,2018; non-GAAP measure, see page 24 for reconciliation; [2] Nine months ended September 30, 2018; non-GAAP measure, see page 25 for reconciliation



Appendix

GRAFTech International

Strong Management Team with Deep Industry Experience

Key Management



David J. Rintoul

President & Chief Executive Officer

- Joined GrafTech as President & CEO on March 1, 2018
- Previously President, U.S. Steel Tubular Products and SVP, U.S. Steel
- 38 years of industry experience with BOF and EAF steel producers in the United States, Europe and Canada, including Algoma Steel, Rouge Steel, BlueScope and Acme Steel



Quinn J. Coburn

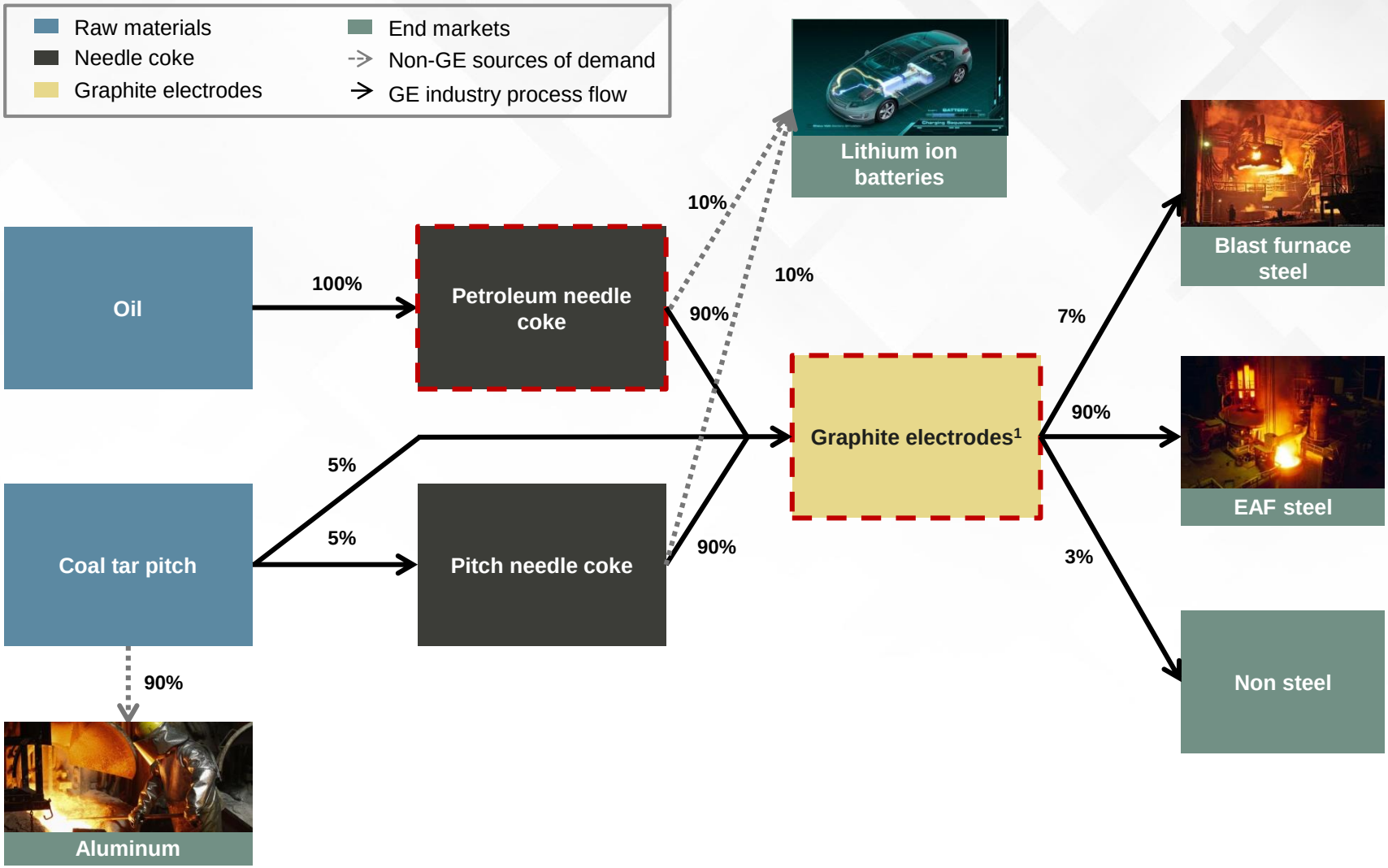
VP and Chief Financial Officer

- Became CFO in September 2015 after serving as interim CFO from May 2015
- Joined the company in 2010 after working for NCR Corporation from December 1992 until August 2010 including as VP and Treasurer

Commentary

- Seasoned management with experience through many industry cycles
- Focused on providing leadership to achieve safety excellence
  - Seadrift now over four years without a recordable injury
- Leveraging EAF industry experience to deepen customer relationships
- Continued focus on manufacturing optimization and production capacity growth
  - Delivering on debottlenecking project – on track for 21% production growth by Q4 2018
- Strong 1H 2018 financial performance

Supply Chain Overview



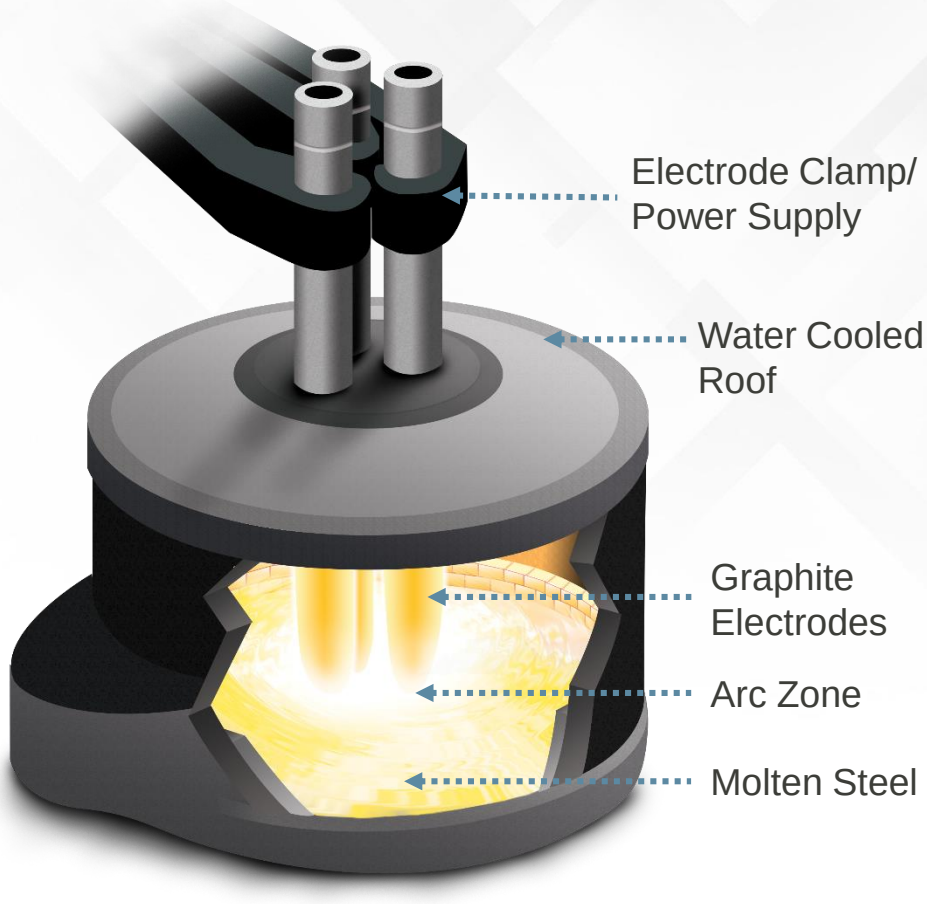
Electrode production globally (ex. China) is focused on the manufacture of ultra-high power (UHP) electrodes for EAFs, while the majority of Chinese production is of ladle electrodes for BOFs

Source: GrafTech estimates
[1] Graphite electrode sales represent sales outside of China

GRAFTech International

Graphite Electrodes – Mission Critical for EAF Steelmaking

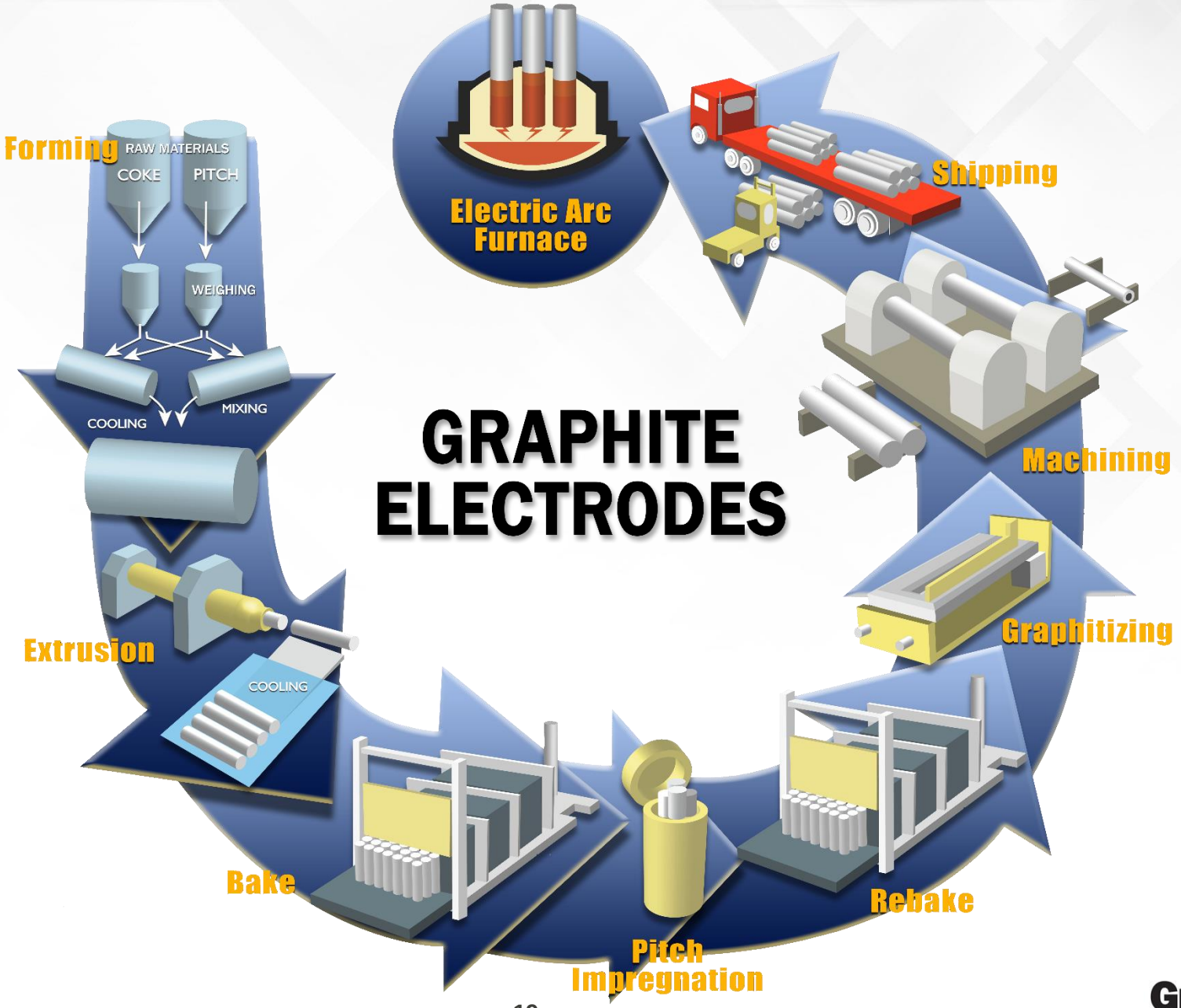
- Conducts electricity to melt scrap metal
- Highly engineered
  - 130+ years of R&D and technical know-how
  - >180 granted patents and patents pending
  - Dedicated team of scientists
- The graphite electrode market has high barriers to entry:
  - Difficult to produce
  - Requires extensive product/process knowledge
  - High initial capital investment
- 3-6 months to produce; 8-10 hours to consume
- Approximately 3-5% of steel production cost



No known substitute for graphite electrodes in EAF process

GRAFTech International

Graphite Electrode Manufacturing Process

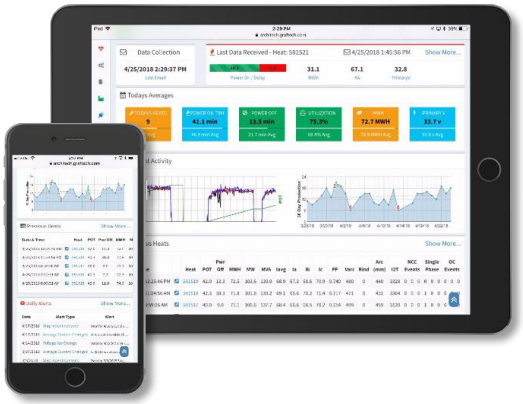


GRAFTech International

GrafTech is a Premier Provider of Solutions and Services to the EAF Steel Industry

- **Vertical integration and 130 years of R&D experience** allows us to produce the highest quality graphite electrode (“GE”) products, services and solutions for our customers
- For example, our ArchiTech™ software:
  - 24/7/365 advanced high-speed EAF diagnostic, analysis and reporting system
  - Supported by expert Customer Technical Service team
- ArchiTech offers proven results for steelmakers:
  - Reduce costs
  - Increase productivity
  - Maintain uninterrupted production

ArchiTech™
FURNACE PRODUCTIVITY SYSTEM



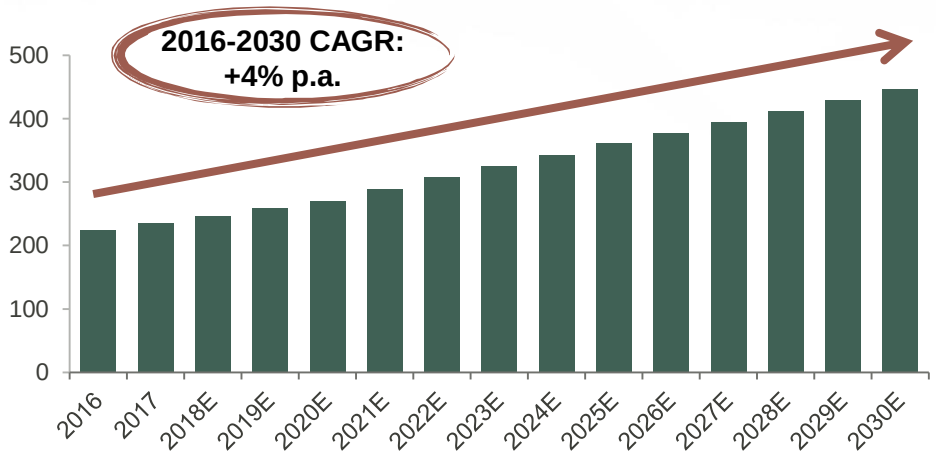


GRAFTech International

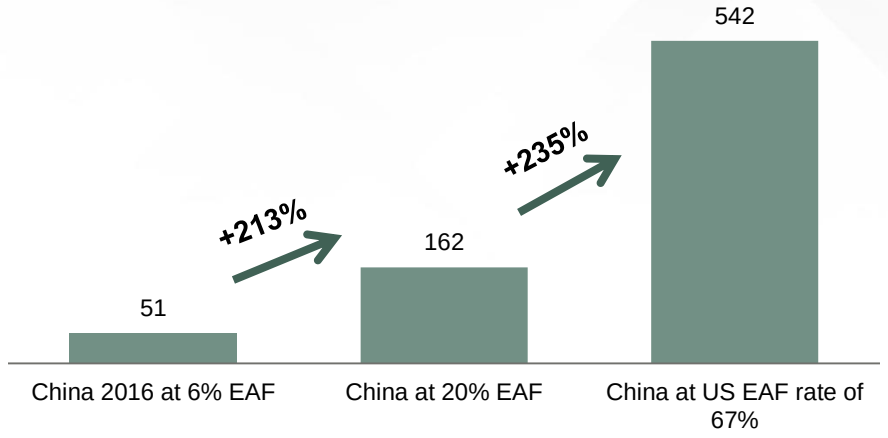
China's EAF Growth Provides a Secular Tailwind for Graphite Electrodes

- Rapid increase in Chinese steel production has resulted in **increasing supplies of domestic scrap**
- The Chinese Government had previously targeted a 20% market share for EAF production by 2020[1], and remains focused on mitigating the environmental impact of its steel industry — favoring more environmentally friendly EAF production
- We estimate that at least **105 new EAF's**, reflecting **66MM MT** of annual EAF steelmaking production capacity, have been installed or commenced construction in China in 2017
  - Translates to increased Chinese electrode demand of **over 100,000 MT** in 2018 from 2017 levels[2]

Chinese Scrap Availability (MM MT)[3]



Potential Incremental Chinese EAF Production[4]



Increasing scrap supply and government regulation will make EAF steel production more attractive, benefitting graphite electrode demand

[1]Source: China's 12th Five Year Plan, released in 2011 [2]Assumes 66MM MT new capacity and 1.7kg of graphite electrode consumption per tonne of steel capacity [3]Source: McKinsey [4]Reflects approximate amount of steel produced in China in 2016 by the EAF method, were EAFs to have market share equal to that in the U.S., 20% penetration or current levels, respectively. In 2016, approximately 808MM MT's of steel were produced in China, of which 51MM MT's (6%) were produced by EAF

GRAFTech International



Disclosures

GRAFTech International

Non-GAAP financial measures

Investors are encouraged to read the information contained in this presentation in conjunction with the following information, the Forward-looking statements information on slide 1 and the factors described under the “Risk Factors” section of the Company’s quarterly reports on Form 10-Q and disclosure in the Company’s other SEC filings.

Adjusted EBITDA from continuing operations, a non-GAAP financial measure, 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 define Adjusted EBITDA from continuing operations as EBITDA from continuing operations plus any pension and other post-employment benefit plan expenses, impairments, rationalization-related charges, costs related to our initial public offering, non-cash gains or losses from foreign currency remeasurement of non-operating liabilities in our foreign subsidiaries where the functional currency is the U.S. dollar, Related party Tax Receivable Agreement expense and non-cash fixed asset write offs. We define EBITDA from continuing operations, a non-GAAP financial measure, as net income or loss plus interest expense, minus interest income, plus income taxes, discontinued operations and depreciation and amortization from continuing operations. We believe Adjusted EBITDA from continuing operations 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. In addition, we believe Adjusted EBITDA from continuing operations 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.

Free cash flow, a non-GAAP financial measure, is a metric used by our management and our board of directors to analyze cash flows generated from operations. We define free cash flow as net cash provided by operating activities less capital expenditures. We believe free cash flow is useful to present to investors because we believe that it facilitates comparison of the Company’s performance with its competitors.

Although Adjusted EBITDA from continuing operations, free cash flow and similar measures are frequently used by other companies, our calculation of these measures is not necessarily comparable to such other similarly titled measures of other companies. The non-GAAP presentations of Adjusted EBITDA from continuing operations and free cash flow are not meant to be considered in isolation or as a substitute for analysis of our results as reported under GAAP. When evaluating our performance, you should consider these measures alongside other measures of financial performance and liquidity, including our net income (loss) and cash flow from operating activities, respectively, and other GAAP measures.

Reconciliation to Adjusted EBITDA from Continuing Operations

(in thousands)	For the Three Months Ended September 30, 2018	2017	For the Nine Months Ended September 30, 2018	2017
Net income (loss)	199,466	(3,919)	624,587	(47,646)
Add:				
Discontinued operations	726	(3,234)	(585)	4,882
Depreciation and amortization	16,050	17,581	47,746	48,564
Interest expense	33,855	7,792	100,387	23,240
Interest income	(562)	(58)	(1,068)	(320)
Income taxes	24,871	1,963	36,250	3,249
EBITDA from continuing operations	274,406	20,125	807,317	31,969
Adjustments:				
Pension and OPEB plan (gain) expenses[(1)]	483	768	1,478	2,293
Rationalization-related (gains)/charges[(2)]	—	1,772	—	994
Initial public offering ("IPO") expenses[(3)]	43	—	5,164	—
Non-cash loss (gain) on foreign currency remeasurement[(4)]	1,404	(463)	1,629	3,399
Stock based compensation	476	—	657	—
Non-cash fixed asset write-off	—	—	1,062	—
Related party Tax Receivable Agreement expense [(5)]	—	—	61,801	—
Adjusted EBITDA from continuing operations	276,812	22,202	879,108	38,655

(1) Service and interest cost of our pension and OPEB plans. Also includes a mark to market loss (gain) for plan assets as of December of each year.
(2) Costs associated with rationalizations in our graphite electrode manufacturing operations and in the corporate structure. They include severance charges, contract termination charges, write off of equipment and (gain)/loss on sale of manufacturing sites.
(3) Legal, accounting, printing and registration fees associated with the initial public offering in April 2018.
(4) Non-cash loss from foreign currency remeasurement of non-operating liabilities of our non-U.S. subsidiaries where the functional currency is the U.S. dollar.
(5) Non-cash expense for future payment to our sole pre-IPO stockholder for tax assets that are expected to be utilized.

Reconciliation to Free Cash Flow

(in thousands)	For the Three Months Ended September 30, 2018	2017	For the Nine Months Ended September 30, 2018	2017
Net cash provided by operating activities	234,569	30,106	612,244	33,581
Capital expenditures	(18,897)	(9,582)	(47,632)	(23,028)
Free cash flow	215,672	20,524	564,612	10,553

GRAFTech International