

CLEVELAND-CLIFFS INC.

Investor Presentation

DECEMBER 2022

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FORWARD-LOOKING STATEMENTS

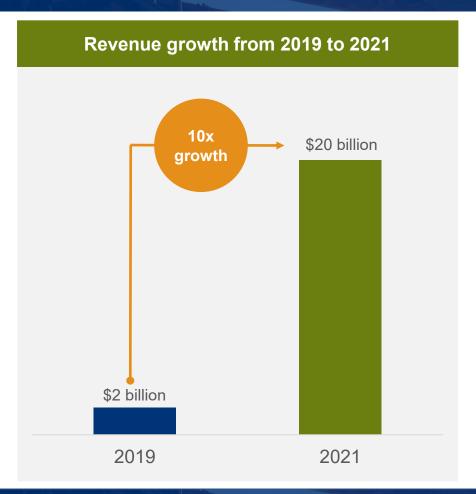
This presentation contains statements that constitute "forward-looking statements" within the meaning of the federal securities laws. All statements other than historical facts, including. without limitation, statements regarding our current expectations, estimates and projections about our industry or our businesses, are forward-looking statements. We caution investors that any forward-looking statements are subject to risks and uncertainties that may cause actual results and future trends to differ materially from those matters expressed in or implied by such forward-looking statements. Investors are cautioned not to place undue reliance on forward-looking statements. Among the risks and uncertainties that could cause actual results to differ from those described in forward-looking statements are the following: continued volatility of steel, iron ore and scrap metal market prices, which directly and indirectly impact the prices of the products that we sell to our customers; uncertainties associated with the highly competitive and cyclical steel industry and our reliance on the demand for steel from the automotive industry, which has been experiencing a trend toward light weighting and supply chain disruptions, such as the semiconductor shortage, that could result in lower steel volumes being consumed: potential weaknesses and uncertainties in global economic conditions, excess global steelmaking capacity, oversupply of iron ore, prevalence of steel imports and reduced market demand, including as a result of inflationary pressures, the prolonged COVID-19 pandemic, conflicts or otherwise; severe financial hardship, bankruptcy, temporary or permanent shutdowns or operational challenges, due to the ongoing COVID-19 pandemic or otherwise, of one or more of our major customers, including customers in the automotive market, key suppliers or contractors, which, among other adverse effects, could disrupt our operations or lead to reduced demand for our products, increased difficulty collecting receivables, and customers and/or suppliers asserting force majeure or other reasons for not performing their contractual obligations to us; disruptions to our operations relating to the ongoing COVID-19 pandemic, including the heightened risk that a significant portion of our workforce or on-site contractors may suffer illness or otherwise be unable to perform their ordinary work functions; risks related to U.S. government actions with respect to Section 232 of the Trade Expansion Act of 1962 (as amended by the Trade Act of 1974), the United States-Mexico-Canada Agreement and/or other trade agreements, tariffs, treaties or policies, as well as the uncertainty of obtaining and maintaining effective antidumping and countervailing duty orders to counteract the harmful effects of unfairly traded imports; impacts of existing and increasing governmental regulation, including potential environmental regulations relating to climate change and carbon emissions, and related costs and liabilities, including failure to receive or maintain required operating and environmental permits, approvals, modifications or other authorizations of, or from, any governmental or regulatory authority and costs related to implementing improvements to ensure compliance with regulatory changes, including potential financial assurance requirements; potential impacts to the environment or exposure to hazardous substances resulting from our operations; our ability to maintain adequate liquidity, our level of indebtedness and the availability of capital could limit our financial flexibility and cash flow necessary to fund working capital, planned capital expenditures, acquisitions, and other general corporate purposes or ongoing needs of our business; our ability to reduce our indebtedness or return capital to shareholders within the currently expected timeframes or at all; adverse changes in credit ratings, interest rates, foreign currency rates and tax laws: including adverse impacts as a result of the Inflation Reduction Act of 2022; the outcome of, and costs incurred in connection with, lawsuits, claims, arbitrations or governmental proceedings relating to commercial and business disputes, environmental matters, government investigations, occupational or personal injury claims, property damage, labor and employment matters, or suits involving legacy operations and other matters; uncertain cost or availability of critical manufacturing equipment and spare parts; supply chain disruptions or changes in the cost, quality or availability of energy sources, including electricity, natural gas and diesel fuel, or critical raw materials and supplies, including iron ore, industrial gases, graphite electrodes, scrap metal, chrome, zinc, coke and metallurgical coal; problems or disruptions associated with transporting products to our customers, moving manufacturing inputs or products internally among our facilities, or suppliers transporting raw materials to us; uncertainties associated with natural or human-caused disasters, adverse weather conditions, unanticipated geological conditions, critical equipment failures, infectious disease outbreaks, tailings dam failures and other unexpected events; cybersecurity incidents relating to, disruptions in, or failures of. information technology systems that are managed by us or third parties that host or have access to our data or systems, including the loss, theft or corruption of sensitive or essential business or personal information and the inability to access or control systems liabilities and costs arising in connection with any business decisions to temporarily or indefinitely idle or permanently close an operating facility or mine, which could adversely impact the carrying value of associated assets and give rise to impairment charges or closure and reclamation obligations, as well as uncertainties associated with restarting any previously idled operating facility or mine; our ability to realize the anticipated synergies and benefits of our recent acquisition transactions and to successfully integrate the acquired businesses into our existing businesses, including uncertainties associated with maintaining relationships with customers, vendors and employees and known and unknown liabilities we assumed in connection with the acquisitions; our level of self-insurance and our ability to obtain sufficient third-party insurance to adequately cover potential adverse events and business risks; challenges to maintaining our social license to operate with our stakeholders, including the impacts of our operations on local communities, reputational impacts of operating in a carbon-intensive industry that produces greenhouse gas emissions, and our ability to foster a consistent operational and safety track record; our ability to successfully identify and consummate any strategic capital investments or development projects, cost-effectively achieve planned production rates or levels, and diversify our product mix and add new customers; our actual economic mineral reserves or reductions in current mineral reserve estimates, and any title defect or loss of any lease, license, easement or other possessory interest for any mining property; availability of workers to fill critical operational positions and potential labor shortages caused by the ongoing COVID-19 pandemic or otherwise, as well as our ability to attract, hire, develop and retain key personnel; our ability to maintain satisfactory labor relations with unions and employees; unanticipated or higher costs associated with pension and OPEB obligations resulting from changes in the value of plan assets or contribution increases required for unfunded obligations; the amount and timing of any repurchases of our common shares; and potential significant deficiencies or material weaknesses in our internal control over financial reporting.

For additional factors affecting the business of Cleveland-Cliffs Inc., refer to Part I – Item 1A. Risk Factors of our Annual Report on Form 10-K for the year ended December 31, 2021, and other filings with the U.S. Securities and Exchange Commission.





CLEVELAND-CLIFFS' TRANSORMATION



2021 Operational Profile

15.9 million tons

of finished steel shipments

#1

Largest flat-rolled steel producer* in North America

2020 Transformational Acquisitions

March 2020





December 2020



ArcelorMittal USA

*Flat-rolled steel includes Hot-rolled, Hot-rolled P&O, Cold-rolled, Cold-rolled full hard, Hot-dipped galvanized, Electrogalvanized, Galvalume, Aluminized, Tinplate, Galvanneal, Electrical steels (GOES/NOES), and Cliffs' stainless grades



DIFFERENTIATED, FULLY-INTEGRATED BUSINESS MODEL



Vertically integrated in ferrous raw materials sourced from own U.S.-based operations



7 operational blast furnaces and 5 EAFs



Industry leading automotive market share



Innovative and diverse downstream capabilities





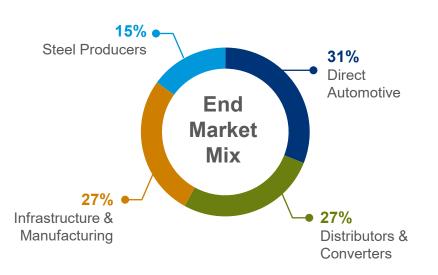


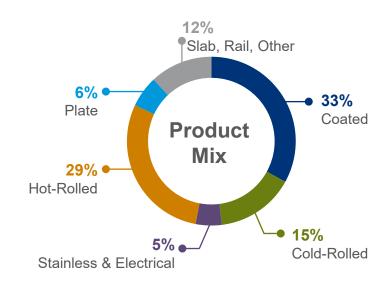




DIVERSIFIED END MARKETS

With Focus On Value Added Products





Extensive Product Offering

- Advanced High-strength Steels
- Aluminized
- Cold-rolled Coil
- Electrogalvanized
- Galvalume
- Galvanneal

- Grain Oriented Electrical Steels
- Hot-dipped Galvanized
- Hot-rolled Coil
- Non-oriented Electrical Steels
- Plate
- Rail

- Slabs
- Stainless Steels
- Stamped Components
- Tinplate
- Tool & Die
- Tubing

Note: Based on Q3 2022- Product Mix includes steel products shipments



CLIFFS' MAJOR END MARKETS

Automotive



Primarily galvanized, cold-rolled, aluminized, NOES, stainless

Construction



Primarily hot-rolled, cold-rolled, galvanized

Machinery & Equipment



Energy



Primarily galvanized, hot-rolled, plate

Military



Primarily plate

Appliance



Primarily galvanized, cold-rolled, stainless

Infrastructure



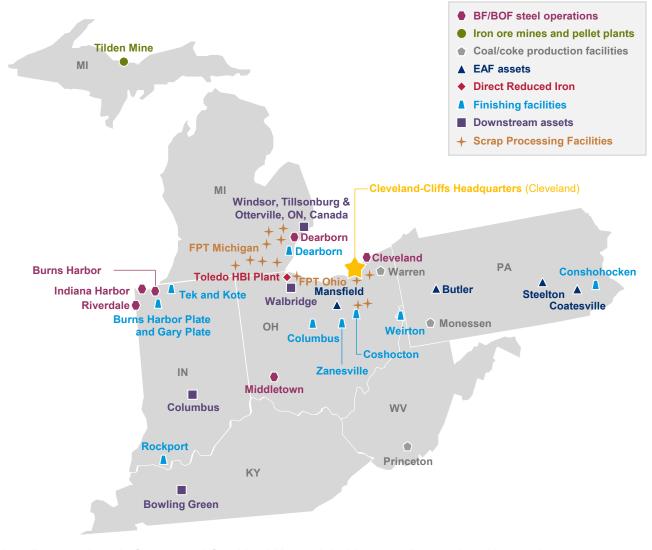
Primarily galvanized, GOES, plate, rail

Packaging



Primarily tinplate

OPERATIONAL FOOTPRINT



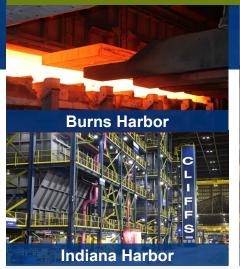
Note: Does not include Spartan and Combined Metals Joint Ventures; Research and Innovation Center in Middletown, OH





BEST-IN CLASS ASSET PORTFOLIO

Fully Integrated Operations





Dearborn

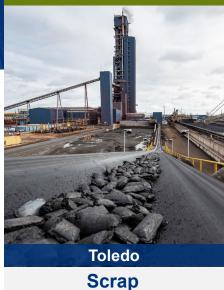
Coshocton





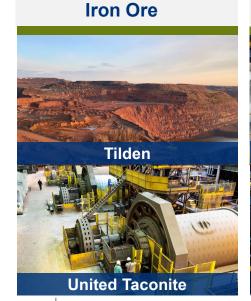
EAFs





DRI





RECENT HIGHLIGHTS



Labor Agreements with USW

New labor agreements covering 14,000 total employees ratified



Major Maintenance Cycle Completed

Peak repair and maintenance spend cycle concluded



Improved Contracts

Substantial price increases for our fixed price contracts



Reduction in Pension/OPEB Liabilities

\$1.8 billion reduction in pro-forma pension/OPEB net liabilities from previous remeasurement



Net Debt Reduction

Reduced net debt by over \$1.2 billion since Q1 2021



Returned Capital to Shareholders

Reduced our diluted share count by 11% since Q2 2021



STRONG FINANCIAL PERFORMANCE DRIVING DELEVERAGING



¹Reconciliations for Adjusted EBITDA can be found in Forms 10-K and 10-Q; Current based on 09/30/22 financials



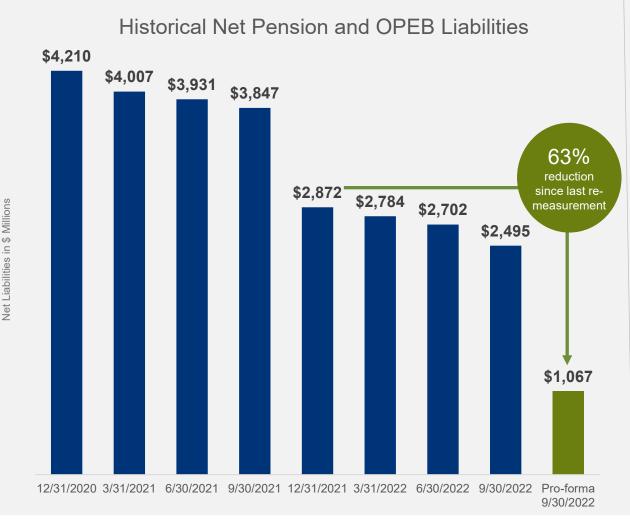
SUBSTANTIAL DEBT REDUCTION PROGRESS





PENSION AND OPEB LIABILITY REDUCTION

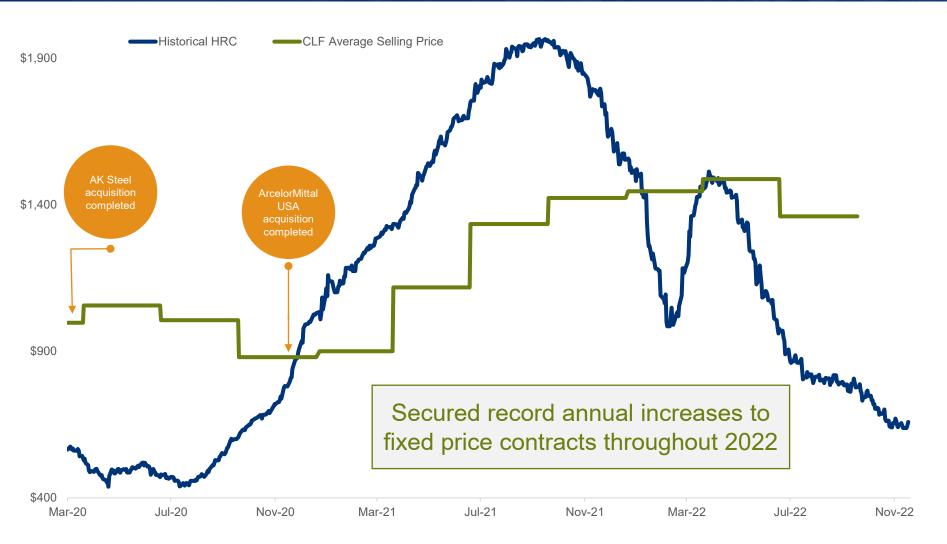
\$1.8 billion reduction in pro-forma pension/OPEB net liabilities from prior remeasurement



- Net liabilities reduced by over \$3 billion since AM USA acquisition
- Negotiated lower healthcare premiums through economies of scale
- Annual cash flows related to OPEB plans to be reduced by more than \$100 million
- Expect further reduction for plans that will be remeasured 12/31/2022



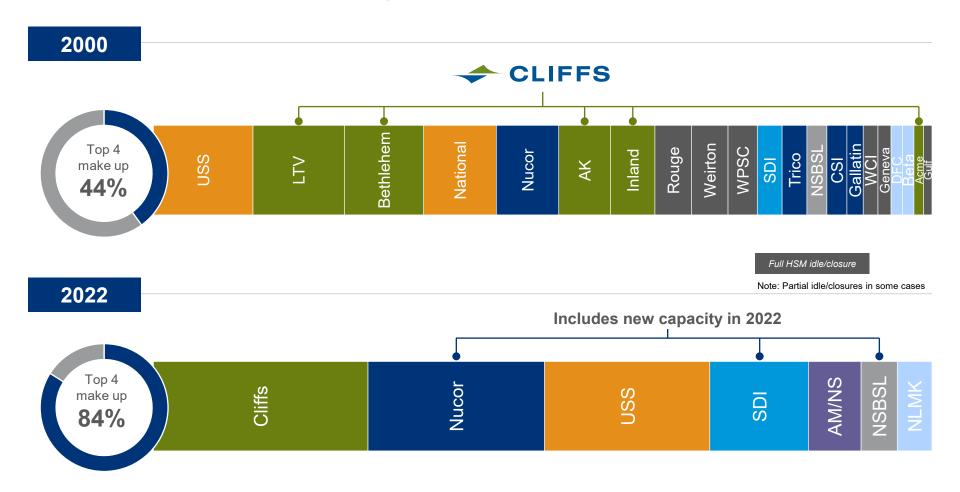
FIXED CONTRACTS MITIGATE PRICING VOLATILITY





FLAT-ROLLED MARKET CONSOLIDATION

United States Hot Strip Mill Capacity

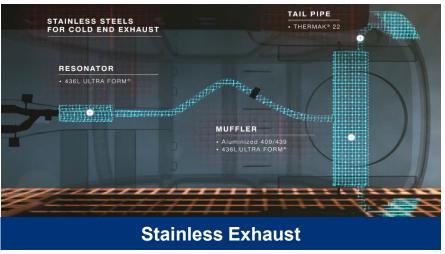


Steel Research Associates, LLC

THE LEADER IN AUTOMOTIVE STEEL











CLIFFS' AUTOMOTIVE STEEL ADVANTAGES



Formability

Demands BF-BOF based production with pure iron units

- Ability to maintain structural integrity while being formed into simple and complex shapes
- High stretch formability
- Joinable by all welding processes, including resistance spot, resistance seam, arc and laser methods



Surface Quality

Demands BF-BOF based production and thick slab casting capabilities

- Superior surface quality, appearance, corrosion resistance, and paintability for automotive exterior panels and other exposed parts
- Enables customers to realize improvements in dent resistance, as well as in weight savings





Strength

Demands best in class steelmaking, rolling and finishing capabilities

- Advanced High Strength Steels that are lighter and safer for cars
- High yield-to-tensile strength ratios
- Excellent durability





Customer Service

Demands company-wide effort to meet demanding client needs

- Requires management of demanding just-in-time supply chain and outside processing
- Ability to create new products and new steel manufacturing processes in collaboration with our clients



ALL THE STEEL NECESSARY FOR THE FORTHCOMING EV EXPANSION

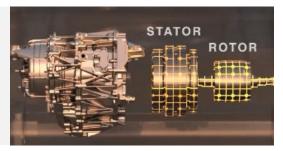
Battery Support and Protection



GOES for Charging



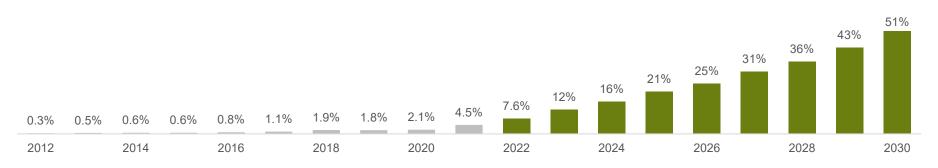
NOES for Motors



Lightweight Bodies

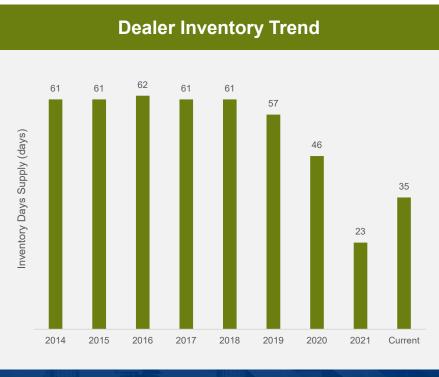


Projected North America EV Market Share Growth



AUTOMOTIVE INDUSTRY POISED FOR STRONG REBOUND





- Dealer inventories well below historical averages, implying continued strong demand
- Average age of vehicle on road is at all-time high of 12.2 years
- Unemployment rate remains historically low which gives consumers ability to purchase vehicles



CAPITAL RETURNED TO SHAREHOLDERS

Diluted Share Count Evolution

2021

- Completed redemption of all outstanding preferred shares with \$1.3 billion in cash
- Reduced the diluted share count by 9%

2022

- Announced \$1 billion share repurchase program
- Repurchased 10.5 million shares in first nine months of 2022
- ~\$790 million remaining under current repurchase program as of Q3 2022
- Redeemed convertible notes on January 18, 2022



ADVANTAGE OVER ALL OTHER U.S. FLAT-ROLLED PRODUCERS





Zero reliance on imported ferrous raw materials



U.S. Company A

Imports Russian/Ukrainian pig iron and slabs



U.S. Company D

Imports slabs



U.S. Company B

Imports Russian/Ukrainian pig iron



U.S. Company E

Imports Russian/Ukrainian pig iron



U.S. Company C

Imports Russian/Ukrainian pig iron



U.S. Company F

Imports Russian slabs



CLIFFS' FERROUS RAW MATERIAL PORTFOLIO



Prime Scrap

- Approximately half of FPT output is prime scrap
- Several existing scrap offtake arrangements with OEMs
- Have increased offtake arrangements with OEMs since FPT acquisition by 400,000 tons annually



Pellets

- 27 million gross ton capacity throughout 5 mines
- 85% less CO₂ intense than sinter
- Standard, Flux, and DR-grade qualities



HBI

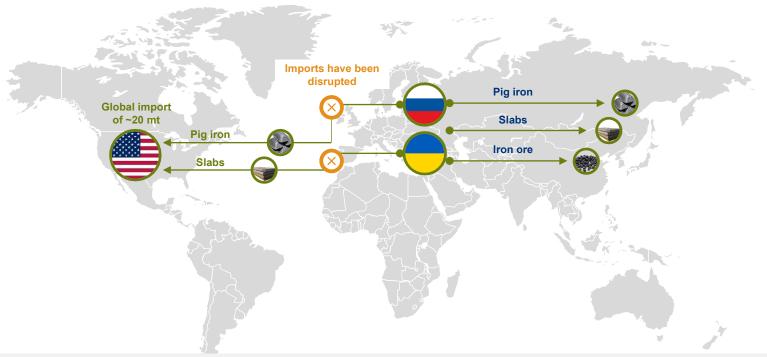
- 1.9 million metric tons of annual capacity
- Used in blast furnaces, EAFs and BOFs
- Flexibility to utilize hydrogen reduction



RUSSIA AND UKRAINE EXPORTS





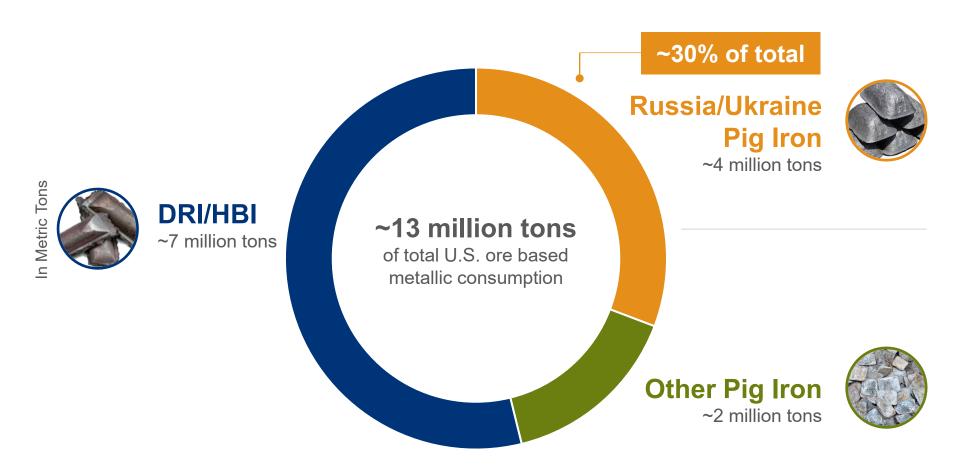


Russia and Ukraine are 2 of the 5 largest net steel exporters in the World



HISTORICAL U.S. ORE BASED METALLIC CONSUMPTION

Unlike other flat-rolled producers, Cliffs does not rely on imported pig iron



ENVIRONMENTAL AND SUSTAINABILITY COMMITMENTS AND STRATEGY



Emissions Reductions Targets

Reduce GHG emissions 25% by 2030



Low CO₂ Intensity Blast Furnaces

Scope 1 and 2 emissions as low as 0.76/ton of crude steel produced



100% Natural Gas Based HBI

1.9 million metric tons of annual HBI capacity reduced with natural gas/hydrogen



Prime Scrap Presence

FPT is the leading recycler of prime ferrous scrap in North America



Technical Capabilities for EV Expansion

AHSS for lightweight EV bodies and electrical steel for EV motors and charging stations



Competitive Employee Pay

2021 median employee compensation of \$125,396



MATERIALS CRITICAL FOR TRANSITION TO LOW-CARBON ECONOMY

Importance Level:	High	Medium	Low/None					
	Electric Vehicles	Wind Power	Solar	Electricity Networks	Hydro	Nuclear	Geo-thermal	Hydrogen
STEEL								
Copper								
Aluminum						•		
Nickel				•				
Zinc				•		•		
Silicon				•		•	•	
Cobalt		•	•	•		•	•	
Graphite		•						
Manganese			•	•		•	•	
Silver		•	•	•		•	•	
Lithium		•	•	•		•	•	
Platinum			•			•		
Uranium		•		•				

Source: Critical raw materials for strategic technologies and sectors in the EU, A foresight study, European Commission, March 9, 2020: The role of critical minerals in clean energy transition, IEA, May 2021; McKinsey analysis



NOT ALL SCRAP IS CREATED EQUAL

OBSOLETE



- High residual/impurity levels including copper, tin, zinc, etc.
- Elastic supply base
- Generated from end of life steel-based products (old cars, appliances, etc.)
- United States exports 15-20 million tons annually

LONG PRODUCTS



- Generally can be produced with 100% obsolete scrap
- Largest end market: construction
- Includes rebar, structural, wire, rail, beams
- Low carbon intensity due to minimal virgin metallic needs

PRIME



- Critical for flat-rolled steel production
- Prime scrap supply is sourced directly from manufacturing yield loss
- Inelastic supply
- United States currently imports
 ~2m gross tons of prime
 scrap annually
- Estimated U.S. demand for prime scrap and metallics to increase ~9m gross tons per year by 2025

FLAT-ROLLED

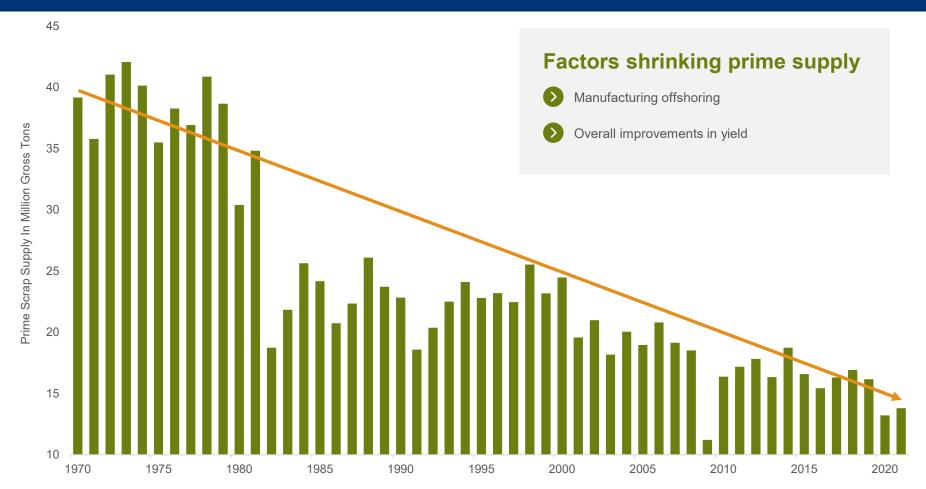




- Requires low-residual, prime metallics as feedstock
- Most demanding functions require ore-based metallics (pig iron, DRI)
- Largest end market: automotive
- Includes hot-rolled, cold-rolled and coated steel

PRIME SCRAP SUPPLY HAS BEEN SHRINKING FOR 50 YEARS

Prime Scrap Supply (including home scrap)



Steel Research Associates, LLC Scrap Model & Cliffs Analysis



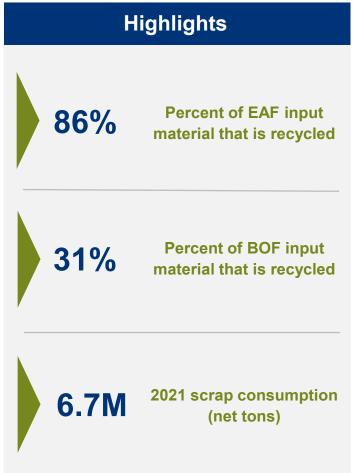
CLIFFS NOW COVERS THE ENTIRE STEEL LIFE CYCLE



Cliffs' position as the most prominent automotive steel supplier in the U.S. provides a compelling scrap offtake proposition for the OEMs

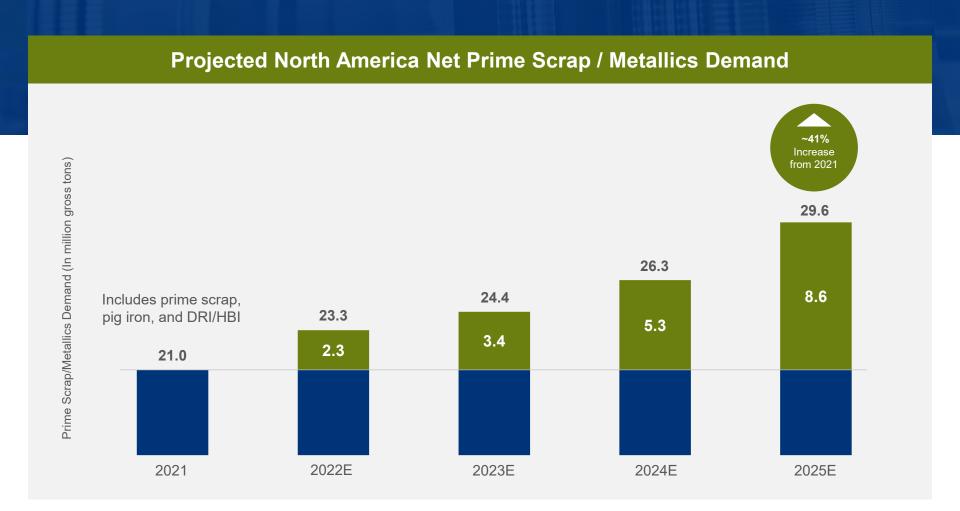
A TRUE CLOSED-LOOP







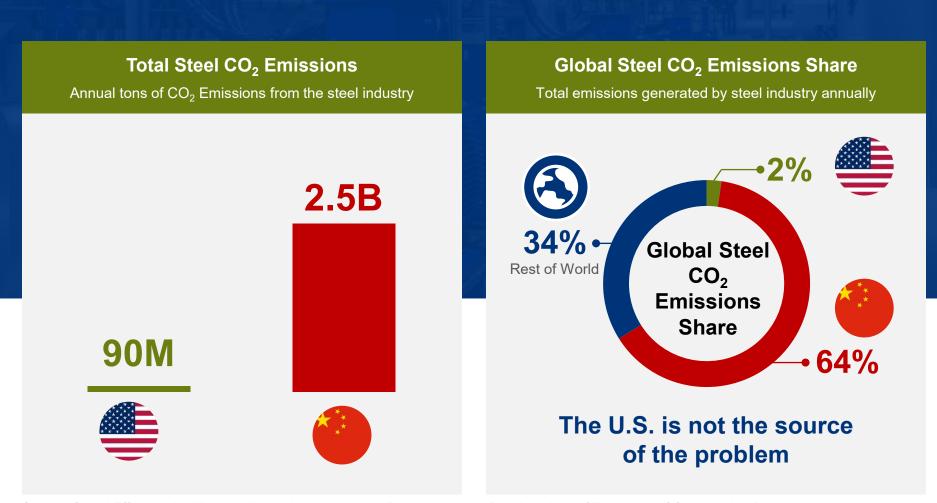
PRIME/METALLICS DEMAND WILL GROW >40% OVER THE NEXT 4 YEARS



Based on Cliffs' conservative estimates of 30% prime and 30% metallics use in EAF sheet melt and 10% prime and 10% metallics use for EAF Plate. Cliffs estimates new EAF capacity has 6 month ramp up period at 50% utilization and 90% utilization beyond that period.



STEEL INDUSTRY CO₂ EMISSIONS



Source: Global Efficiency Intelligence, November 2019 report: "An International Benchmarking of Energy and CO2 Intensities" and Worldsteel 2020 Steel yearbook



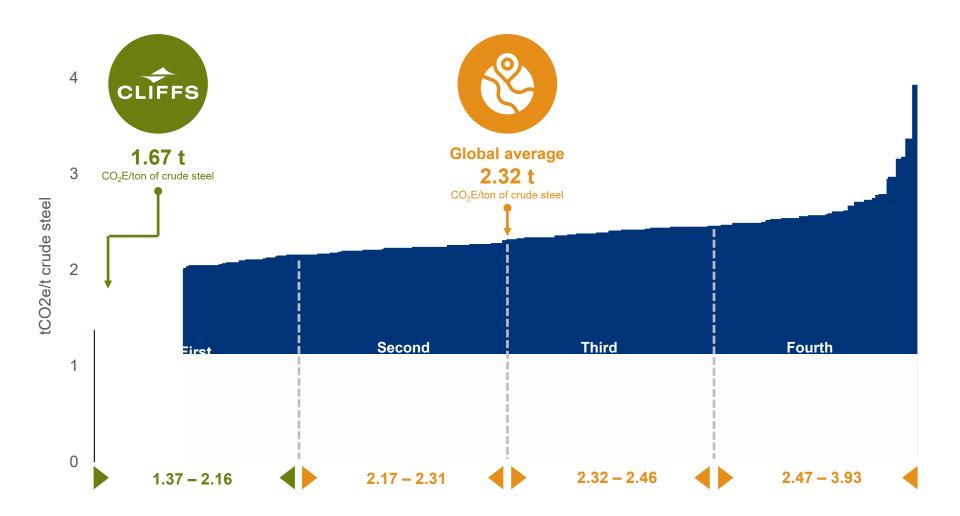
THE WORLD ENVIRONMENTAL BENCHMARK IN BF/BOF STEEL PRODUCTION IS CLEVELAND-CLIFFS

	Global Practice	Cliffs
Iron ore	Dirty Sintered Iron Ore Fines	Green Iron Ore Pellets
Coke	X High Coke Rates	Low Coke Rates
Metallics Metallics	Minimal/No Metallics Usage	Metallics Usage
Natural gas	Minimal Natural Gas Injection	Industry-high Natural Gas Injection (prepared to replace with hydrogen)
Pig iron	High Liquid Pig Iron Charge	Optimal Liquid Pig Iron Charge
Scrap	Minimal Scrap Charge	Higher Scrap Charge

Cliffs' total CO₂E per ton of 1.67 for BF-BOF operations substantially less than global integrated peers (Scope 1 and 2)

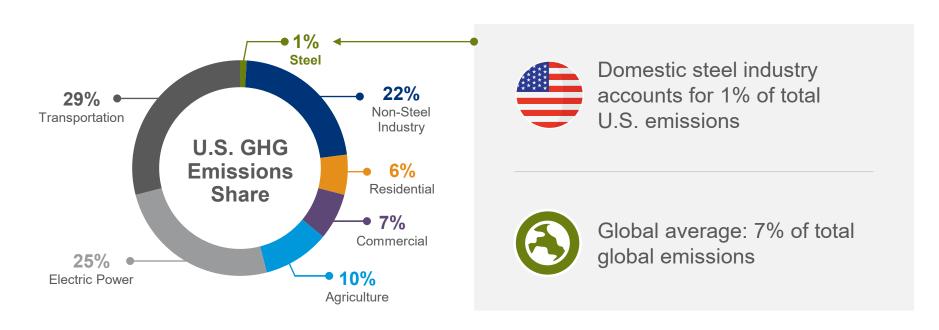


CO₂ GLOBAL EMISSIONS CURVE – BF-BOF

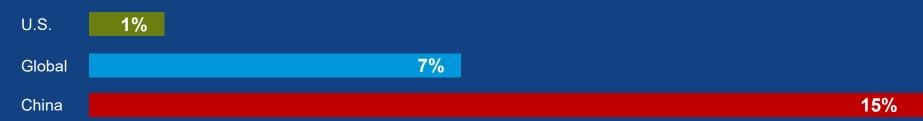


Source: CRU

UNITED STATES GREENHOUSE GAS EMISSIONS BY ECONOMIC SECTOR



Steel Emissions Share



Source: U.S. Environmental Protection Agency (2021). Inventory of U.S. Greenhouse Gas Emissions and Sinks: 1990-2019



STEEL EMISSIONS VS. OTHER MATERIALS

CO₂ emissions intensity adjusted for part weight (Scope 1 and 2)

Each material adjusted to its equivalent of 1 metric ton of steel



Source: AISI



NATURAL GAS BASED HBI



Emissions reduction



Reduced with 100% natural gas



70% less CO₂ emissions than foreign pig iron



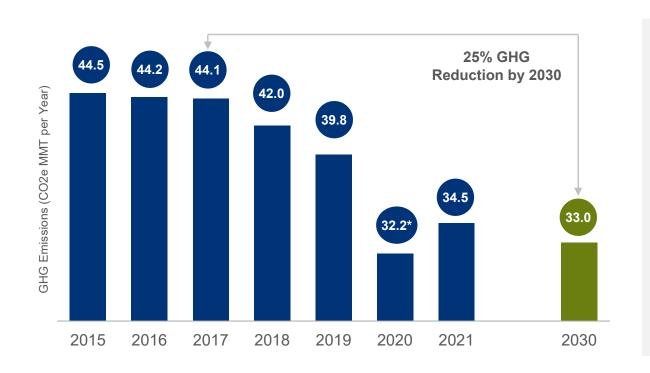
Will test hydrogen in near future



GHG REDUCTION COMMITMENT

25% GHG Reduction by 2030

Scope 1 and Scope 2 Emissions



How we will accomplish

- Use of HBI in blast furnaces
- Stretching hot metal with additional scrap
- Natural gas injection in blast furnaces
- Clean energy and energy efficiency projects
- Carbon capture

Cleveland-Cliffs' BF-BOF GHG Intensity was reduced from **1.82/t** in 2020 to **1.67/t** in 2021



TRACK RECORD OF EXCELLENT LABOR PARTNERSHIPS

In 2022...



New Labor Agreement that covers 12,000 USW-represented employees ratified in October



New Labor Agreement that covers 2,000 USW-represented employees at Mining and Pelletizing Operations ratified in September

In 2020 and 2021...



New Labor Agreement with IAM Members for Middletown Works that covers 1,900 IAM-represented employees



New 3-Year Labor Contract with United Auto Workers at Dearborn Works that covers 1,000 UAW-represented employees



New 3-Year Labor Contract with United Auto Workers at Rockport Works that covers 350 UAW-represented employees



New 4 ½ Year Labor Contract with USW at Mansfield Works that covers 300 USW-represented employees









RECENT RECOGNITION



S&P Global Platts 2021 Deal of the Year



S&P Global Platts 2021 Metals Company of the Year





S&P Global Platts 2021 CEO/Chairperson of the Year



AIST 2021 Steelmaker of the Year





General Motor's 2021 Supplier of the Year for Fifth Straight Year





AMM/Fastmarkets 2021 Steel Advocate of the Year



AMM/Fastmarkets 2021 Scrap Company of the Year (FPT)



CLEVELAND-CLIFFS' ASSET PORTFOLIO

Asset	Location	Description
Blast Furnace/BOF Steel Operations		
Burns Harbor	Indiana	Fully integrated facility with 2021 raw steel production of ~5 million net tons
Cleveland	Ohio	Fully integrated facility with 2021 raw steel production of ~3 million net tons
Dearborn	Michigan	1 blast furnace and slab producing facility with 2021 raw steel production of ~3 million net tons
Indiana Harbor	Indiana	Fully integrated facility with 2021 raw steel production of ~4 million net tons
Middletown	Ohio	Fully integrated facility with 2021 raw steel production of ~3 million net tons
Riverdale	Illinois	Thin-slab casting and rolling facility with 2021 production of ~700 thousand net tons
EAF Facilities		
Butler	Pennsylvania	Electrical and stainless steel facility with 2021 raw steel production of ~400 thousand net tons
Coatesville	Pennsylvania	Plate producer with 2021 raw steel production of ~200 thousand net tons
Mansfield	Ohio	Stainless facility with 2021 raw steel production of ~500 thousand net tons
Steelton	Pennsylvania	Rail producing facility with 2021 raw steel production of ~300 thousand net tons
Iron Ore Mines and Pellet Plants		
Hibbing Taconite Mine	Minnesota	Production capacity of ~7 million long tons of iron ore pellets (85% owned)
Minorca Mine	Minnesota	Production capacity of ~3 million long tons of standard and DR-grade iron ore pellets
Northshore Mine	Minnesota	Production capacity of ~5 million long tons of standard and DR-grade iron ore pellets
Tilden Mine	Michigan	Production capacity of ~7 million long tons of iron ore pellets
United Taconite Mine	Minnesota	Production capacity of ~6 million long tons of iron ore pellets
Direct Reduced Iron		
Toledo HBI Facility	Ohio	~1.9 million metric ton facility that produces a high-quality, low-cost, low-carbon intensive HBI



CLEVELAND-CLIFFS' ASSET PORTFOLIO (CONTINUED)

Asset	Location	Description
Finishing Facilities		
Burns Harbor Plate and Gary Plate	Indiana	Plate finishing facilities
Conshohocken	Pennsylvania	Plate finishing facility
Columbus	Ohio	Automotive-focused finishing facility
Coshocton	Ohio	Stainless finishing facility
Dearborn	Michigan	Automotive-focused finishing facility
Double G Coatings ⁽¹⁾	Mississippi	Construction-focused finishing facility
Rockport	Indiana	Automotive-focused finishing facility
Tek and Kote	Indiana	Automotive-focused finishing facility
Weirton	West Virginia	Tinplate facility
Zanesville	Ohio	Electrical steel finishing facility
Downstream Assets		
Tooling and Stamping	Multiple	10 facilities that provide custom stamping solutions for automotive industry
Tubular	Multiple	2 facilities that primarily specialize in stainless steel exhaust tubes for automotive industry
Piedmont	North Carolina	Plasma-cutting plate facility
Scrap Processing Facilities	Multiple	22 scrap facilities with ~3 million tons of scrap metal processing capabilities that are primarily located in the Midwest near our steel facilities. Approximately half of output is prime grade
Coal/Coke Production Facilities		
Monessen	Pennsylvania	Coke facility
Princeton	West Virginia	Metallurgical coal mine with 2021 production of ~1.4 million net tons
Warren	Ohio	Coke facility



