



CLIFFORD T. SMITH

Executive Vice President, Business Development



Mr. Smith has leadership for developing emerging business opportunities to grow Cliffs' U.S. domestic market. As the company expands into serving the electric arc furnace (EAF) steel market, Mr. Smith is responsible for the development of the Company's first hot briquetted iron (HBI) production plant and structuring a new business unit to support the \$700 million investment, which is projected to be operational in late 2020.

Mr. Smith joined Cliffs in 2003 and has held several senior level positions with his most recent as Executive Vice President, Seaborne Iron Ore, where he had oversight for the Company's international operations in Australia and Canada. He led exploration and development activities for the Company's global exploration group. In addition, he served as Vice President – Latin American Operations and Technical, and General Manager – Business Development. He also had oversight for the Cliffs' corporate functions, Government, Environmental Affairs, Energy and Public Affairs.

During his career, Mr. Smith held mine management positions with Asarco and South Peru Copper Corporation. He received a BSc in mining engineering from the South Dakota School of Mines and Technology.