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TABLE OF CONTENTS

Business Overview	4
Key ESG Credentials	12
Market Context	18
Growth Strategy	23
Board and Executive Committee	28
Financial and Operational Highlights	31
Appendix	35





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BUSINESS OVERVIEW



QUICK FACTS ABOUT THE GROUP

Steel

production capacity: 3.5 mtpa

Steel assets utilizing latest DRI technology, 15 years old

Revenue split:

- ➤ 90% Steel
- ➤ 10% Building materials

FY23

Revenue of **AED 8.9 bn**

EBITDA of AED 1.3 bn

Cement production

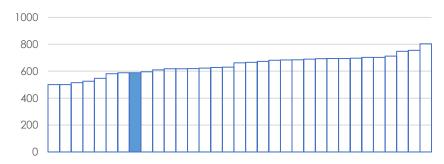
4.6 mtpa

capacity:

Cement plant using gas for power generation, 10 years old

Emirates Steel Arkan is among the top 30% cheapest steel mills on the global cost curve*

Steel rebar production costs \$/t (2021 data)



ADX: EMSTEEL

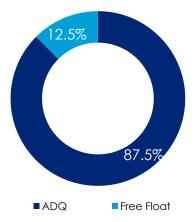


Merged in Oct 2021



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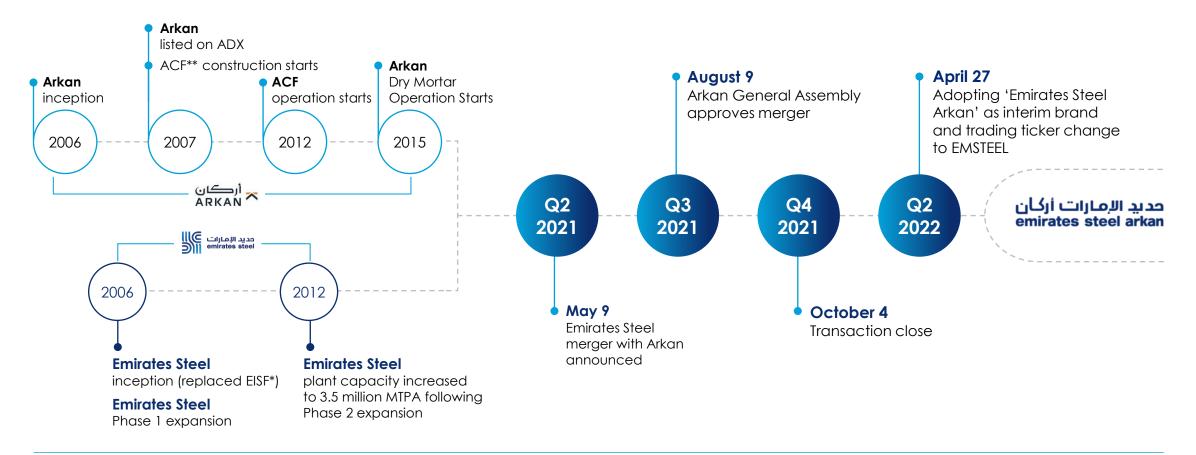
Ownership structure



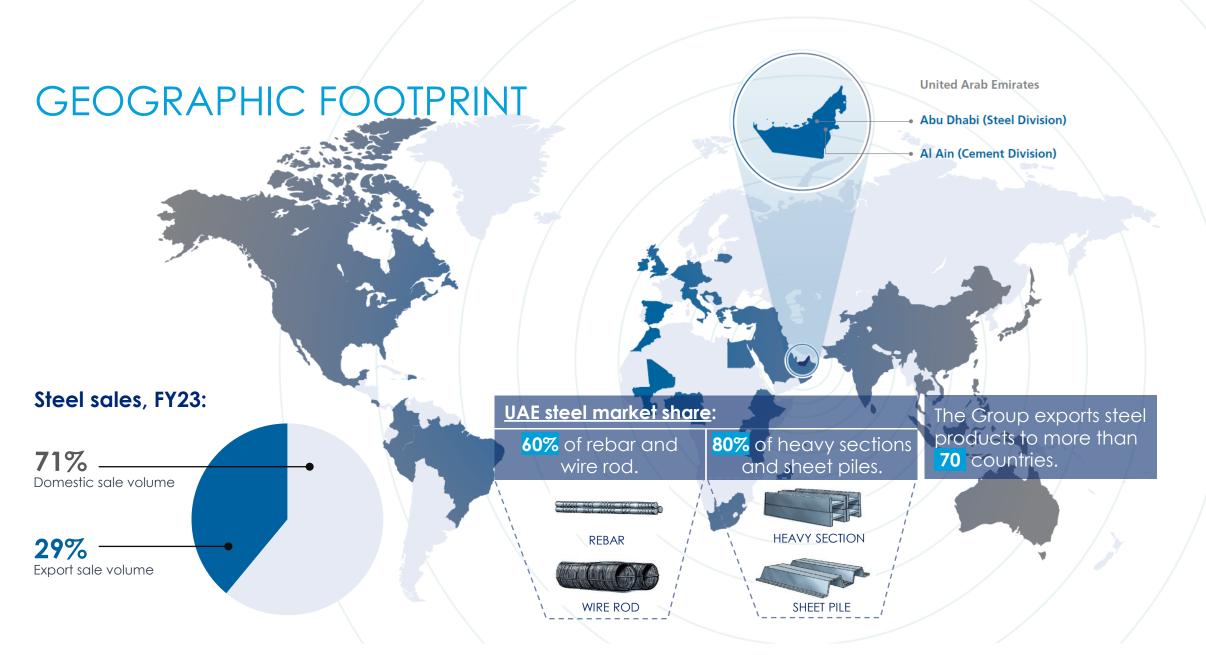
^{*}Company data. Independent 3rd party analysis confirms these estimates **Market CAP as of 31.12.2023

^{***}Average Daily Trading Volume is calculated over the last 12 months as of 31.12.2023

MERGER RECAP: KEY MILESTONES



From the time of the announcement of the merger to its completion, shares of ESA increased 86% to AED 1.49 from AED 0.8***.



OUR PRODUCT LINES



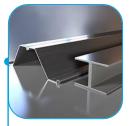
A leading producer of high-quality rebar with a production capacity of 2 million tonnes annually.



A prominent wire rod producer in the GCC with a production capacity of 550,000 tonnes annually.



The largest producer of heavy and jumbo sections in the GCC with a production capacity of 1 million tonnes annually.



The only producer of hot-rolled sheet piles in the MENA region.



Rebar in Coils provides greater efficiencies and cost savings.



Steel billets are processed into rebar, wire rod or coil in the Group's rolling mills.



High-quality cement with a production capacity of 4.6 million tonnes and clinker with a production capacity of 3.1 million tonnes annually.



Concrete blocks with a production capacity of 85 million blocks annually and dry mortar used in local construction.



GRP and PVC Pipes largest centrifugal casting pipe factory in the world with 33 thousand tonnes annual capacity.

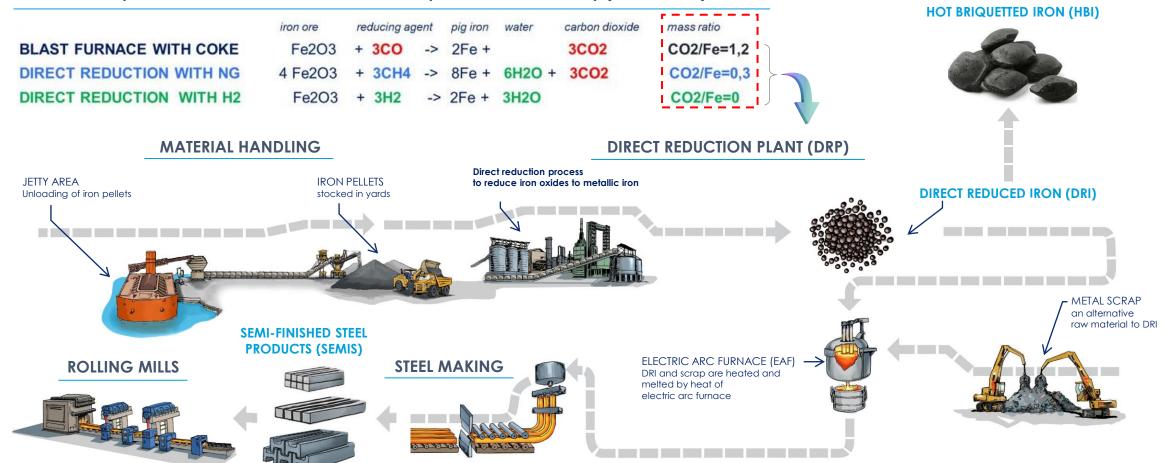


Bags with a production capacity of 62 million sacks annually.



EMSTEEL USE OF DRI TECHNOLOGY

Different steel production routes and relative CO2 Scope 1 emission intensity (without EAF)







OUR STEEL DIVISION

Plants, Production Process and Products













Three Direct Reduction Plants with a capacity of 4.2 MTPA

Iron Oxide Pellets











Three Steel Making Plants with a capacity of 3.6 MTPA

Steel Billets



Beam Blanks

Heavy Section Mill, Three Rebar Mills and a Wire Rod Mill

> **HEAVY SECTION MILL** with a capacity of 1.0 Mt

> THREE REBAR MILLS with a capacity of 2.0 Mt

> **WIRE ROD MILL** with a capacity of 0.5 Mt

Rebar, Wire Rod, Sheet Piles and Heavy Sections

Sheet Piles



Heavy Sections





Rebar In Coils



Wire Rod



OUR BUILDING MATERIALS DIVISION

Al Ain Cement Factory









The raw materials used to manufacture cement (limestone and clay).

2. TRANSPORT:

The raw materials are loaded into a dumper.

3. CRUSHING AND TRANSPORTATION:

The raw materials, after crushing, are transported to the plant by conveyor.

1. RAW GRINDING:

The raw materials are very finely ground to produce the raw mix.

2. BURNING:

The raw mix is preheated before it goes into the kiln. The raw mix burns at 1500 °C producing clinker.



1. GRINDING:

The clinker and the gypsum are very finely ground giving a "pure cement".

2. STORAGE, PACKING, DISPATCH:

The cement is stored in silos before being dispatched, either in bulk or in bags.



OUR NET-ZERO ROADMAP

We are committed to reducing our carbon emissions by 40% by 2030 (vs 2019 baseline) and work towards achieving Net Zero emissions by 2050

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- 44% lower emissions than WSA average in 2019
- Globally first steel company using CCUS 800,000† CO₂ annually
- Clean electricity utilization
- Decarbonization roadmap



40% emissions reductions

2030



NET ZERO

2050

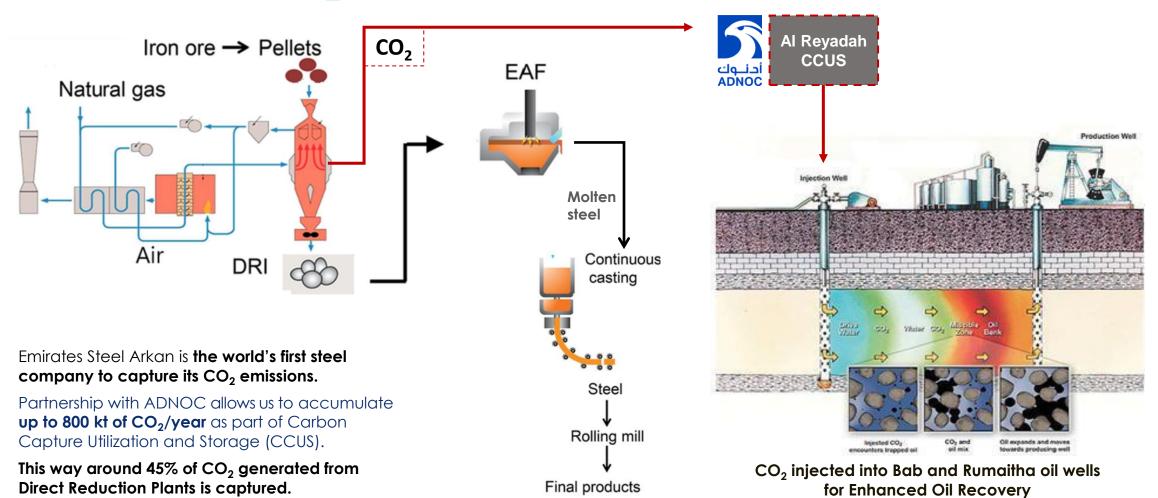
How

- Clean and Green
 Power
- Sustainable Value Chain
- CCUS
- Energy Innovation (clean H2 and energy efficiency)
- Scrap utilization
- Strategic Partnerships

Why

- Industry mobilization
- Regulatory requirements
- Consumer demand
- Urgency to achieve Paris Agreement targets

FIRST STEELMAKER WORLDWIDE TO CAPTURE ITS CO₂ EMISSIONS



... ACTIVELY IMPLEMENTING AN INDUSTRY-LEADING SUSTAINABILITY PROGRAM

ESA is constantly working to deliver on its sustainability commitment. In 2022 we reduced Scope 1&2 emissions from our steel business by 35% YoY.

This was partially driven by securing clean energy from solar and nuclear sources totalling 2 million MWH.



2 million MWH represent more than 80% of ESA's electricity consumption, contributing to the overall emissions reduction from our operations.



... AND WELL POSITIONED FOR CO2-CONSCIOUS MARKET

On the **demand side**, there is growing momentum in CO_2 -related initiatives led by steel buyer coalitions, such as SteelZero in EU.



Price

- SteelZero members commit to procure 100% net zero steel by 2050; Interim commitment - 50% responsibly produced steel by 2030.
- This sends a strong signal to steelmakers that there's an immediate commercial appetite for decarbonized steel products.

There is a **regulatory trend** to report and price GHG emissions at the border of large economic regions – main example CBAM in EU

Objective Mirror EU carbon tax (EU ETS) to avoid the risk of carbon leakage (i.e. European companies moving production to countries with no climate policies)

Operation Companies importing goods to the EU will have to purchase CBAM certificates to cover emissions (Scope 1&2) embedded in products

Timeline

| 2023 - 2026: | Starting 2026: | CBAM is gradually phased in

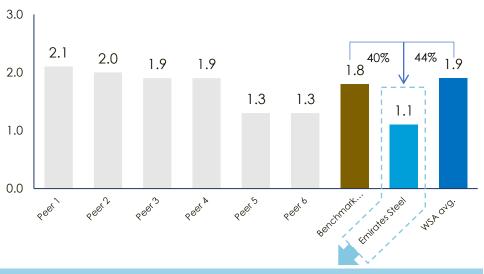
Estimated equivalent carbon price for domestic and imported production (i.e. CBAM price = EU ETS price):

Until 2030: €60 to €100/tCO2 / By 2050: up to €200/tCO2*

EMSTEEL is operating state-of-art, low-carbon-footprint production facilities based on direct-reduced iron (DRI)

EMSTEEL's corporate carbon intensity is approximately40% lower than benchmark average, and44% below World Steel Association average

Sum of Scope 1&2 carbon emissions for steel making activities ** tCO2e/tonne of crude steel



Low CO₂ footprint is a competitive advantage and can drive growth of EMSTEEL profitability

^{*}According to various institutions (European Commission, International Energy Agency; Bloomberg, etc.

^{**}Peer Group includes: Posco, Thyssenkrupp, Tata Steel, Arcelor Mittal, SSAB and Qatar Steel; Sources: peer group assessment from the companies' CDP Climate change 2020 and companies' reports 2019-2020

FOCUS ON PEOPLE – THE BEDROCK OF ESA

World Steel Association Avg vs. ESA LTI Rate



ESA believes that health and safety of employees is one of the key indicators of a successful and balanced ESG program.

In 2023 Lost Time Injury Rate remained at a record level of **0.05**, significantly lower than World Steel Association average of 0.65.



We also cooperate with renowned educational institutions such as Khalifa University, **Abu Dhabi University, and ACTVET** for scholarships, R&D, internships and apprenticeships.



EMSTEEL offers training and coaching programs such as Future Leaders and Masar.



We established Emirates Steel Youth Council and the Women's Empowerment Committee.



We have launched Career Aspiration Program (CAP) to attract Emirati fresh graduates and prepare them to join the steel industry's workforce.



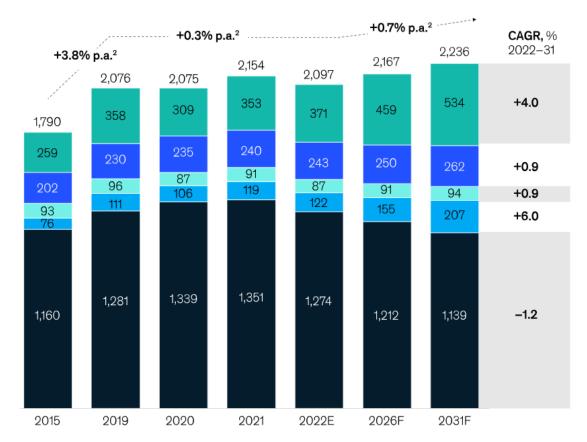


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MARKET CONTEXT



GLOBAL TRENDS AFFECTING THE STEEL MARKET



Global metallics mix forecast, metric tons

■ Hot metal ■ DRI¹ ■ Home scrap ■ Prompt scrap ■ Obsolete scrap

- Markets decoupling following increased trade barriers caused by geopolitics and intentions to protect from global overcapacities.
- **2. Raw material supply chains** need to be secured to limit risks of shortages.
- **3.** Decarbonization requires careful **capex management** and balance sheet optimization.
- **4. Technological agility and operational flexibility** will be key to achieve resilience in the face of disruptions.
- Decarbonization will also cause shifts in the metallics mix, with major increases expected in scrap and direct-reduced iron (DRI).

STEEL PRODUCTION TO FUEL GCC GROWTH

Global steel production

(DRI + Blast Furnace - based), 2021

1,951 Mtpa

Global DRI production 2022

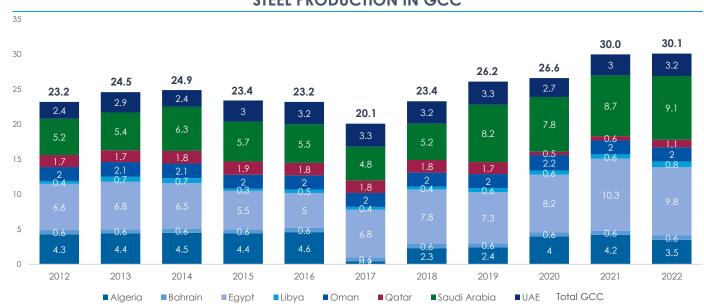
120 Mtpa

CAGR +8%

Global DRI production Forecast by 2030

210 Mtpa

STEEL PRODUCTION IN GCC



GCC steel production 30 Mtpa 2022

GCC DRI production 2022

26 Mtpa

- DRI covers 70% of total GCC steel production
- Remaining 30% (or 9Mtpa), is covered by scrap and imported DRI

GCC countries are set to diversify economy, creating substantial revenues from industrial sector:

UAE // "Operation 300 Billion":

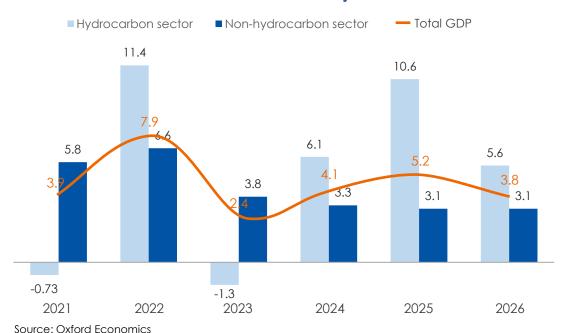
Industrial contribution to UAE GDP to grow from AED 133bn to AED 300bn by 2031

Saudi Arabia // "NIS, National Industrial Strategy": Industrial contribution to Saudi GDP should grow 2.7x by 2030 vs 2020

UAE IS SET TO CONTINUE GROWING

The UAE's GDP is expected to grow by 4.2%* in 2024, supported by sustained high oil prices as well as by strong non-oil sector performance. Future growth is driven by ambitious state vision programs.

GDP Growth Current and Projected UAE



* According to Oxford Economics and UBS Global Wealth Management, respectively.

UAE steel demand forecast to grow by **3% YoY** in 2023 and 2024

Ambitious visions to lift non-oil sector's growth:

- "We, the UAE 2031" Vision
 - Double the country's gross domestic product (GDP) from AED 1.49 trillion to AED 3 trillion
 - Generate AED 800 billion in non-oil exports
 - Raise the contribution of the tourism sector to the GDP to AED 450 billion
 - Raise the value of the UAE's foreign trade to AED 4 trillion
- **Operation 300 Billion:** UAE's strategy to raise industrial contribution to GDP from AED 133 billion to AED 300 billion by 2031.

UAE ELECTRICITY TARIFF INCENTIVE PROGRAM ("ETIP")

According to World Steel Association energy (incl. electricity) constitutes a significant portion of the cost of steel production, from 20% to 40%.

In this context it's important that Abu Dhabi Government incentivizes manufacturing entities, that suffice certain criteria with competitive electricity tariffs.

Incentivized Tariff per ETIP

Criteria	Weight	Example of ETIP approach: Economic Impact aims to build a robust			Categorie	S
Economic Impact	50%	value chain in the industrial sector in Abu Dhabi. The following attributes are considered:	\rightarrow	Category A	Category B	Catego C
Productivity	30%	(i) Investment in Abu Dhabi;(ii) Emiratization;		Total Points ≥80	Total Points 60 - 79	Total Points 50 - 59
Connection Load & Energy Management System	20%	(iii) Skilled Labour; (iv) Supply Chain.			ectricity Pric AED fils/kW	ces
Total Score of Criteria	100%		\rightarrow	<u>20</u> Fils	22 Fils	25 Fil



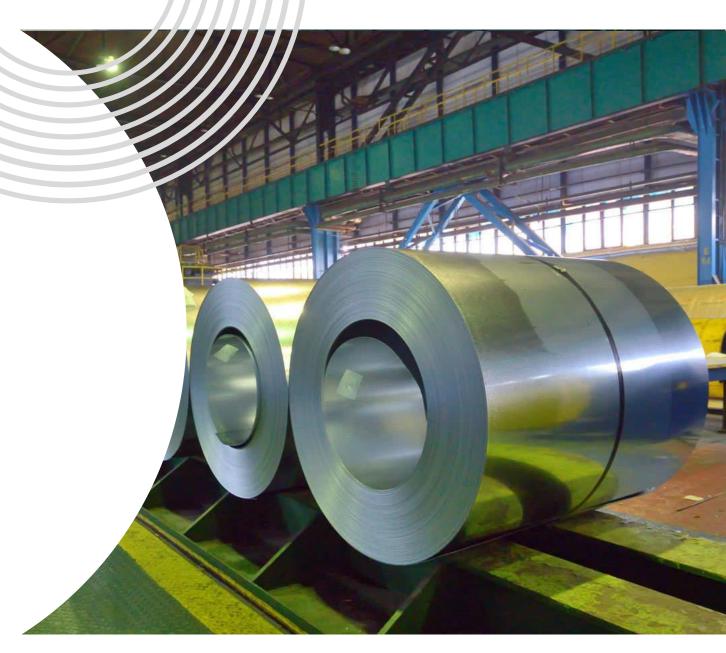


c.35 AED fils/kWh*



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GROWTH STRATEGY



STRATEGY: VISION AND VALUE PILLARS

Vision:

- > To be the region's steel and building materials champion
 - > To deliver value to our shareholders
- > To invest in innovation enhancing customers possibilities
- > To lead from the front towards a sustainable and circular economy

Maximize Current Business Value Diversify Product Portfolio Integrated Iron
Ore Value Chain

Develop and leverage Green Steel footprint







STRATEGY: MAXIMIZE CURRENT BUSINESS VALUE



A vivid example of this Value Pillar is the Namaa' project:

- Namaa' is part of a business transformation process which consolidates all our business improvement ideas (operational and commercial) into one platform that can be controlled and monitored.
- This initiative, which is driven by suggestions and proposals from our workforce, is adding real value to the business, creating clearly documented and monitored links between departments to ultimately deliver commercial benefits.
- The objective of this project is to increase competitiveness and deliver a sustainable EBITDA uplift

The Namaa' cost reduction and transformation program, launched in 2021, contributed around AED 400 million to the Group's EBITDA in FY 2022

2022 EBITDA AED 1.2bn +51% YoY

Case Study: Namaa' Sustainability Projects in 2022

In 2022, 23 initiatives were related to sustainability with an estimated savings of USD 27 million at stages L3, L4 and L5 of the stage gate process. Examples:

- L3: Waste Heat Recovery Project for the Al Ain Cement Plant //
 Utilizing waste heat to generate 13-15 MW of power
- L4: Electrode Coating System to reduce the consumption of Graphite Electrodes and enhance productivity
- L5: Partial replacement (20-25%) of Fe-Si-Mn bulk material with Fe-Si-Mn to reduce the conversion costs in our melt-shops.



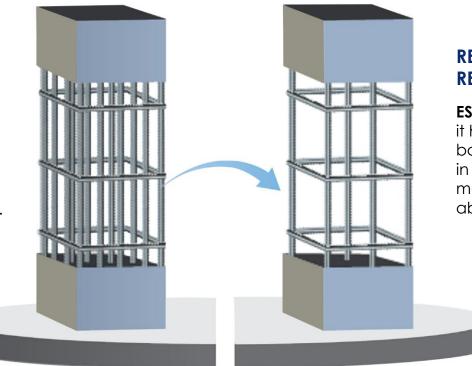
ES600: AN EXAMPLE OF PRODUCT DIVERSIFICATION

ES600 is our new product, a type of rebar with a higher tensile to Yield strength ratio, meaning higher durability.

ES600 promotes sustainability in construction by reducing steel usage (by 18-24%) and, consequently, reducing concrete usage.

Lower usage of building materials leads to reduced logistics movements by trucks, thereby reducing the carbon footprint further.

On average, ES600 reduces about 1 ton of CO2 emission per floor in tower construction. If a 40-storey tower is constructed, about 40t of CO2 emission is reduced.



REDUCTION IN REBAR CONGESTION

ES600 is a designer's delight as it helps reduce the number of bars and/or the size of rebars. in any structure, while maintaining the load bearing ability of the element.



STRATEGY: INTEGRATED IRON ORE VALUE CHAIN

EMSTEEL has partnered with ITOCHU and JFE Steel to carry out feasibility studies to consider the construction of a ferrous raw material production facility in Abu Dhabi.



Envisioned split of mandates

ITOCHU: sourcing high-grade iron ore through established trading network

EMSTEEL: production of ferrous raw material, capitalizing on vast DRI and CCUS experience

(potential future transition from gas to hydrogen)

JFE Steel: conversion of the ferrous raw material into steel in Japan





TYO: 8001	Subsidiary of JFE Holdings, Inc. – TYO: 5411
One of the largest Japanese corporations engaged in trading, textiles, machinery, metals & mining, etc.	Leading steel manufacturer in Japan, producing wide range of steel products including sheets, pipes, tubes & bars, etc.
Employees: ~100k (incl. subsidiaries)	Employees: ~46k





BOARD OF DIRECTORS



Hamad Abdulla Mohamed AlShorafa Al Hammadi

CHAIRMAN

Al Hammadi brings a wealth of expertise in the energy, utilities, and industrial sectors to the Group.

At ADQ, he manages a \$70bn portfolio, including flagship companies such as TAQA and ENEC.

Prior to this, Al Hammadi managed a \$220bn portfolio of more than 90 companies at Mubadala.



Jamal Salem Al Dhaheri

VICE CHAIRMAN

Al Dhaheri has more than 26 years of experience in management positions across key economic sectors.

He currently sits as the CEO of Abu Dhabi Airports.



Eng. Saeed Ghumran Al Remeithi

BOARD MEMBER GROUP CEO

Al Remeithi has extensive experience spannina over 21 years in the steel manufacturing sector.

He has been instrumental in growing Emirates Steel Arkan's manufacturing capability & product range, expanding exports to 60+ global markets.

Al Remeithi started his career at SENAAT before joining Emirates Steel in 2002.



Nabeel Qadir

BOARD MEMBER

Qadir is a seasoned investment professional with 20 years of buyside and sell-side experience in portfolio management,

He has further been involved in M&A and equity research across North America, Europe, MENA & Asia.



Abdulaziz Abdulla Ismail Mohamed Al Hajri

BOARD MEMBER

Al Hajri has over 34 vears of experience with ADNOC and its group of companies.

Al Hairi also currently serves as a board member at ADNOC Distribution, Adnoc Refining and Borouge.



Fatima Abdulla **Mohamed Sharif** Abdulla Al Fahim

BOARD MEMBER

Al Fahim has an extensive experience within the metals and mining sector.

She is currently the senior vice president within the industrials team at the Mubadala Investment Company.



Farah Abdulla **Mohamed Ali** Al Mazrui

BOARD MEMBER

Al Mazrui is currently the Head of Investments for Aliph Capital, where she is focused on helping traditional businesses transition to a tech enabled future.

She has over a decade of experience in the asset management industry at several leading investment institutions.

EXECUTIVE COMMITTEE



Eng. Saeed Ghumran Al Remeithi

GROUP CEO

Al Remeithi has over 21 vears of experience in the steel manufacturina sector.

He has been instrumental in growing Emirates Steel Arkan's manufacturina capability and product range while expanding its exports to 70+ global markets.

Al Remeithi started his career at SENAAT before joining Emirates Steel in 2002.



Stephen J Pope

GROUP CFO

Pope brings a wealth of experience spannina 37 years in the professional services and industrial sectors.

Prior to joining Emirates Steel, he was a partner at KPMG's Abu Dhabi office, managing audit and corporate finance engagements for clients in the industrial. oil and gas and financial services sectors.



Jasem Mohamed Al Khateri

GROUP CHIEF HUMAN CAPITAL OFFICER

Al Khateri brings 21 years of professional experience to his role and holds notable expertise in strategic planning management.

Prior to joining Emirates Steel, he served as Director of Human Resources at the Department of Economic Development in Abu Dhabi.



Eng. Saeed Khalfan Al Ghafri

CEO. EMIRATES STEEL

Al Ghafri brings to his role more than 18 years of industry and executive managerial experience.

Prior to this. Al Ghafri was Chief Commercial Officer and Chief Supply Chain & Planning Officer and has been a key player in Emirates Steel's establishment and key expansion projects.



Eng. Hassan Salim Shashaa

GROUP CHIEF PROJECT OFFICER

Shashaa brings 41 years in the heavy industry sector experience and holds proven expertise in leading production related functions.

He is an expert in building teams to achieve set taraets and ensure sustainability.



Vladimir **Arshinov**

GROUP CHIEF TECHNOLOGY OFFICER

Arshinov has two decades of experience in IT and diaital transformation spanning over seven countries.

Former Chief Information Officer of SIJ in Slovenia.

Previously led digitization and supply chain management at United Metallurgical Company in Moscow, Russia.



Angelo Di Martino

GROUP CHIEF STRATEGY & BUSINESS DEV OFFICER

Two decades of experience in operational turnarounds, portfolio optimization, and industrial PMO leadership.

Former Head of CEO & Strategy Office at ArcelorMittal Italy.

Held various positions at McKinsev & Co., Amazon, and Procter & Gamble.



Hugo Losada

CEO, BUILDING MATERIALS

With over 21 years of experience. Hugo has a strong track record of delivering savings and driving growth for industrial companies across four continents.

Hugo successfully completed operational and financial turnarounds for Hume Cement Industries and its Cement and Precast concrete subsidiaries. Before that he held senior positions at CEMEX Group.



OVERVIEW OF FY 2023 RESULTS

Revenue

AED 8.9bn

-6% YoY*

The Group achieved a solid operational and financial performance in 2023 and recorded revenues of AED 8.9 billion, despite a challenging and volatile global economic landscape and its impact on commodity prices.

EBITDA

AED 1.3bn

+8% YoY

Enhanced efficiency levels across the Group contributed to further improvements in EBITDA, with EBITDA margin for FY 2023 reaching 14.2% versus 12.4% in FY 2022.

Net Profit

AED **602m**

+18% YoY

Net profit increased, driven by robust sales of value-added products in both domestic and international markets, the consistent enhancement of revenues and profits in the Building Materials division, bolstered by the growth in the UAE construction sector.

Net Bank Debt

AED 63m

-94% YoY

Profit from the main operations as well as continued attention to working capital allowed to further decrease Net Bank Debt to EBITDA ratio as of 31 December 2023, further positioning the Group for future growth.

Net Bank Debt/ EBITDA 0.05

OVERVIEW OF 1Q 2024 RESULTS

Revenue

AED **2.14bn**

-11% YoY

The Group achieved a solid operational performance in 1Q 2024, maintaining volumes of UAE domestic steel sales, and recorded revenues of AED 2.14 billion, despite a challenging and volatile global economic landscape and its impact on commodity prices.

EBITDA

AED 294m

-8% YoY

EBITDA in 1Q 2024 was AED 294 million. The EBITDA margin in 1Q 2024 was 13.8% versus 13.3% reported in 1Q 2023.

Net Profit (before tax)

AED **140m**

-8% YoY

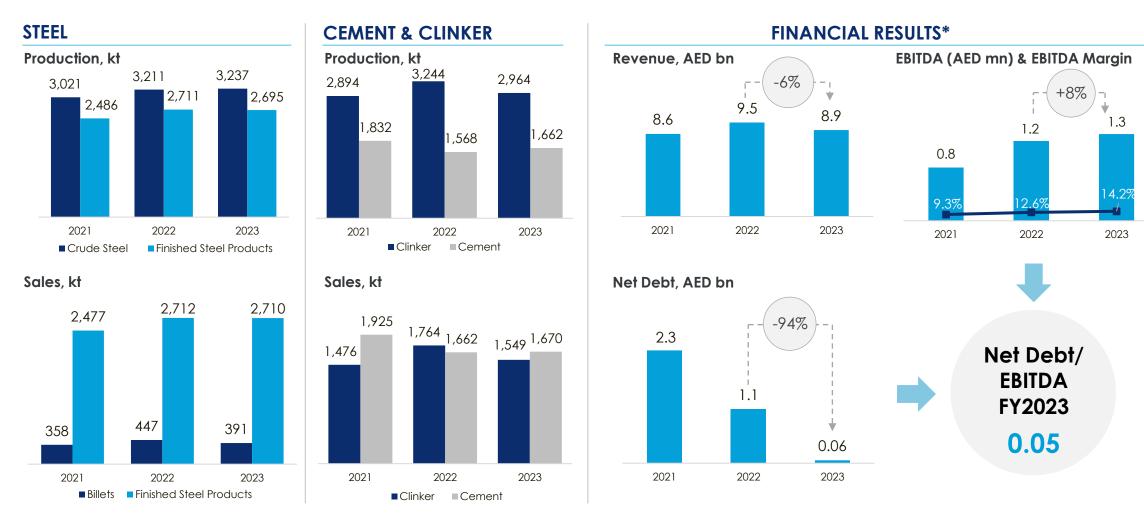
The Group's performance was supported by a strong UAE domestic market. However, export business faced challenges due to pressure on global steel prices from slowdown in the Chinese economy and a lack of investor confidence in Europe. Additionally, regional geopolitical challenges led to elevated freight costs. Profit after tax was AED 127 million.

Net Cash Position

AED 155m

During the quarter, the Group has further improved its net borrowing position and as of the end of 1Q 2024 the Group has AED 155 million Net Cash Position compared to Net Bank Debt of AED 63 million as of 31 December 2023

FY 2023 OPERATIONAL & FINANCIAL RESULTS





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APPENDIX



SOME OF THE PROJECTS WE ARE PROUD OF



Burj Khalifa



Suez Canal



Emirates Palace



Sheikh Zayed Bridge



Fulham Football Ground



Ferrari World



Dubai Metro



Louvre Abu Dhabi



AD International Airport



Khalifa Port



Yas Island



Guggenheim Museum

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Assets, AED mn	1Q 2024	2023	2022
Non-current assets			
PPE	6,472	6,560	6,904
Goodwill	-	-	-
Right-of-use assets	225	229	381
Other non-current assets	47	120	107
Total non-current assets	6,744	6,909	7,392
Current assets			
Inventories	1,983	1,935	2,067
Trade and other receivables	1,638	1,759	1,656
Cash and cash equivalents	732	426	357
Total current assets	4,353	4,120	4,080
Total assets	11,097	11,029	11,471

Equity and Liabilities	1Q 2024	2023	2022
Net equity	8,460	8,332	7,728
Non-current liabilities			
Lease liabilities	332	333	461
Provision for end of service	205	201	189
Bank borrowings	-	-	135
Total non-current liabilities	537	534	785
Current liabilities			
Bank borrowings	577	489	1,316
Trade and other payables	1,495	1,662	1,610
Loan from a related party	-	-	18
Lease liabilities	15	11	14
Total current liabilities	2,100	2,163	2,958
Total liabilities	2,637	2,696	3,743
Total equity and liabilities	11,097	11,029	11,471

CONSOLIDATED STATEMENT OF PROFIT OR LOSS

AED mn	1Q 2024	1Q 2023	2023	2022
Revenue	2,136	2,406	8,899	9,453
Cost of sales	(1,882)	(2,139)	(7,802)	(8,483)
Gross profit	254	266	1,097	969
Selling and distribution expenses	(14)	(14)	(54)	(53)
General and administrative expenses	(91)	(78)	(390)	(358)
Other income	0.2	2.6	29	28
Share of profit/(loss) of associates	5	2	16	8
Impairment of losses on non-financial assets (net)	-	-	-	-
Finance income	2	2	8	5
Finance cost	(16)	(29)	(105)	(90)
Profit/(loss) for the period before tax	140	152	602	510
Tax	13	N/A	N/A	N/A
Profit/(loss) after tax	127	152	602	510
Basic and diluted profit/(loss) per share (AED)	0.019	0.022	0.088	0.074

CONSOLIDATED STATEMENT OF CASH FLOWS

AED mn	1Q 2024	1Q 2023	2023	2022
Cash flows from operating activities				
Operating cash flows before movements in working capital	296	323	1,372	1,179
Net movements in working capital	(104)	(159)	84	303
Cash generated from operations	192	164	1,456	1,482
Employees' end of service benefit paid	-	(2)	(10)	(12)
Net cash generated from operating activities	192	161	1,446	1,470
Net cash used in investing activities	32	12	(158)	(157)
Net cash used in financing activities	82	175	(1,219)	(1,292)
Net increase in cash and cash equivalents	306	324	69	21



THANK YOU







Gleb Diachkov-Gertcev
Director of Investor Relations
ir@emiratessteel.com

