



# 1Q24 EARNINGS PRESENTATION

May 10, 2024







- Record sales of iron ore for the period reinforces the operational excellence that the Company has managed to achieve in recent quarters.
- The third consecutive quarter of sales growth in the steel industry shows not only the normalization of operations, but also the assertive commercial strategy by managing to compensate for a seasonally weaker quarter in the domestic market, with increased sales abroad.
- New increase in profitability in the cement segment, with the Company managing to surpass the 25% EBIITDA Margin mark for the first time after the integration of assets, which highlights all the capture of synergies.
- Publication of the 2023 Integrated Report and progress in emissions control reinforce the Company's commitment to its ESG agenda.



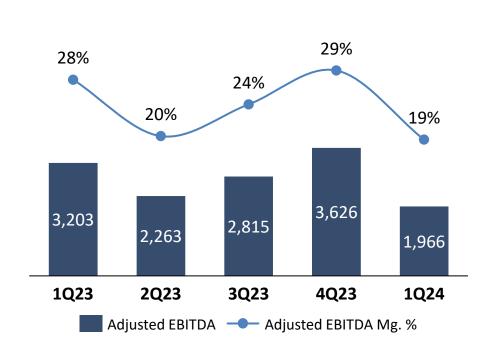


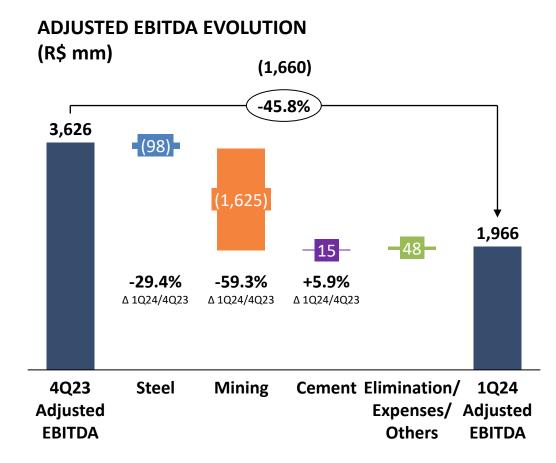


# FINANCIAL PERFORMANCE



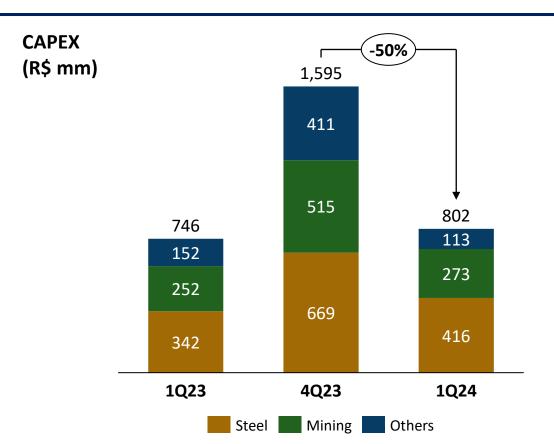
# ADJUSTED EBITDA AND ADJUSTED EBITDA MARGIN (R\$ mm and %)

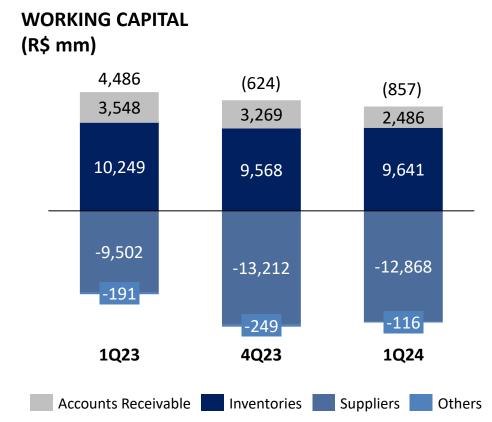




The decrease in EBITDA this quarter reflects not only the effects of a seasonally weaker period, but mainly the impacts of the strong devaluation seen in the price of ore and the still very difficult competitive environment in the steel segment, with compressed prices and pressures from imported material.

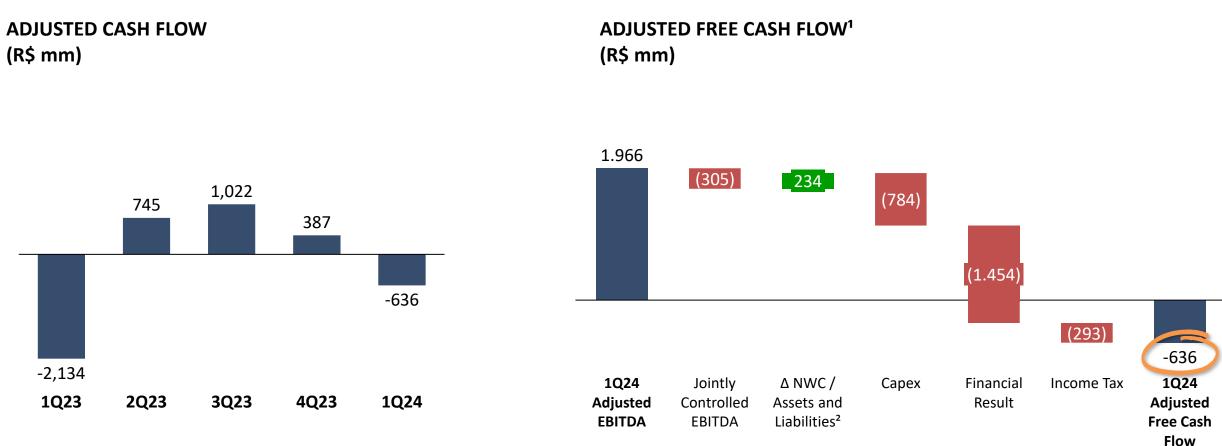






- Capex totaled R\$802 millions in 1Q24, a higher performance than in the same period of 2023, with emphasis on coke batteries repairing, sintering and modernization of operations at UPV, in addition to advances in capacity expansion projects in mining, mainly related to new P15 equipment purchases.
- ◆ Working capital impacted by the reduction in Accounts Receivable, which is directly related to the weaker sales performance in the period.

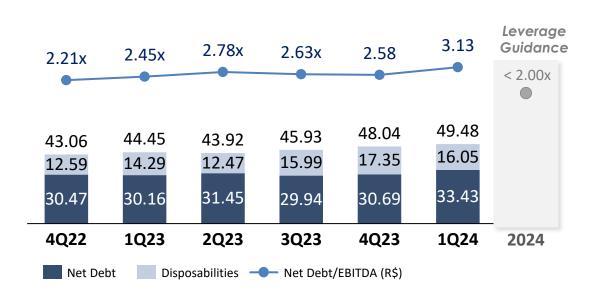


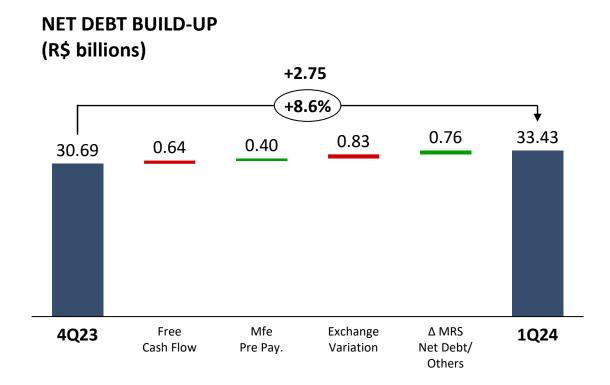


<sup>◆</sup> Adjusted Free Cash Flow in 1Q24 was negative by R\$636 million, as a result of the combination of weaker operational performance and the negative effect of the exchange rate on financial expenses. This ended up more than offsetting the positive impacts of working capital.









After two quarters of decline, leverage rose again in 1Q24 due to the operational worsening seen in the period, with falling prices and seasonality impacting volumes. However, it is important to highlight that the outlook is for improved results from now on and that the Company remains firm in its commitment to reducing its level of debt and is moving forward with projects that help recycle the group's capital.



## **DEBT AMORTIZATION SCHEDULE**



The Company remains very active in its objective of extending the amortization period, focusing on long-term operations and the local capital market. Among the main movements in 1Q24, the Company carried out the Retap of the issuance made in the previous quarter, with an additional amount of US\$ 200 million. As a result, a total of US\$700 million was raised, maturing in 2030. Additionally, CSN has just issued its 15<sup>th</sup> simple debentures with a total value of R\$800 million, with the objective of investing in infrastructure.



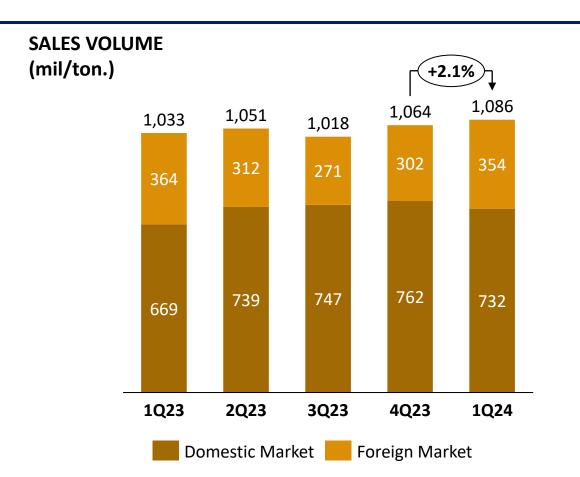




# STEEL



## STEEL PERFORMANCE



#### NET REVENUE AND DM AVERAGE PRICE<sup>1</sup> (R\$ mm; R\$/ton.) 5,796 5,232 5,003 5,777 5,654 5,384 Net Revenue (R\$ MM) Average Price **1Q23 4Q23** 1Q24 ADJUSTED EBITDA AND ADJUSTED EBITDA MARGIN (R\$ mm; %) 13.0 5.9 4.3 754 Adjusted EBITDA (R\$ MM) 331 234 Adjusted EBITDA Mg. %

**1Q24** 

The increase in total sales volume this quarter reflects the strong dynamism of the foreign market, with a solid performance seen in European units, particularly SWT.

**1Q23** 

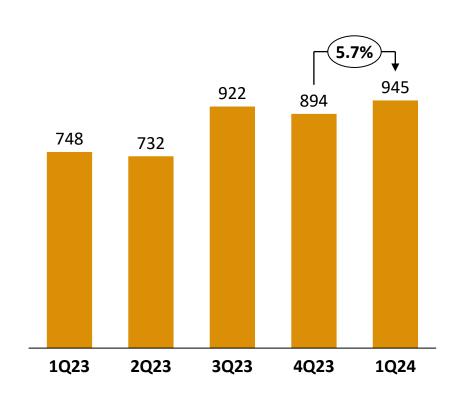
**4Q23** 

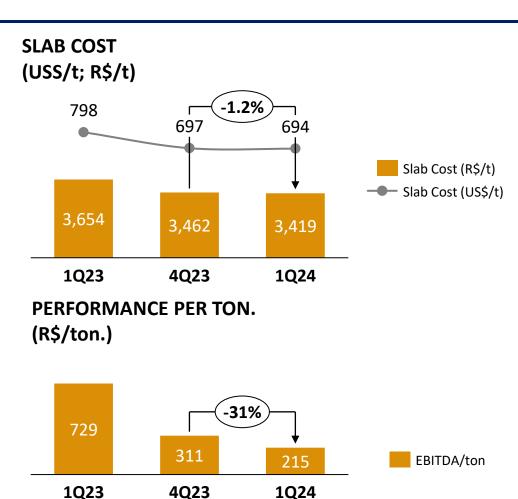
In relation to EBITDA, this quarter's decrease reflects not only the seasonality of the domestic market and the intense competition with imported material, but also a worsening of the sales mix observed in the period, with lower added value products.



## **STEEL COMPETITIVENESS**

#### **SLAB PRODUCTION VOLUME (mil/ton.)**





- The 5.7% growth in the volume of slabs produced in 1Q24 reflects the normalization of the production process that has been observed over the last few quarters.
- On the other hand, the slab cost fell again in 1Q24 as a result of the operational improvement and consequent optimization of production. However, performance per ton was hampered by the seasonality of the domestic market, with falling prices and competition with imports. For the coming quarters, the expectation is that the cost will fall even further, helping to increase the segment's profitability.

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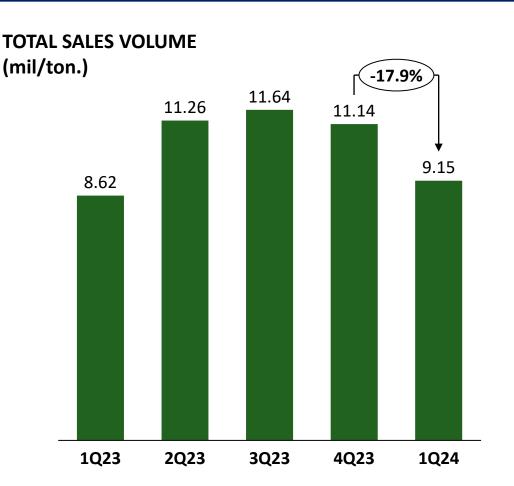


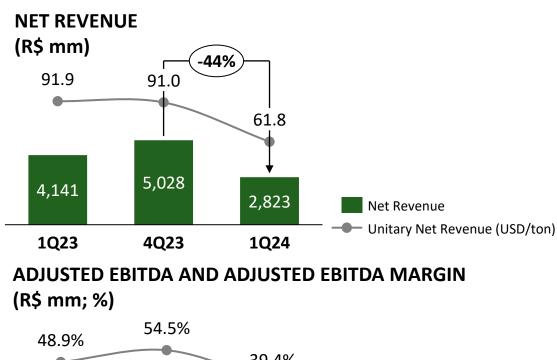


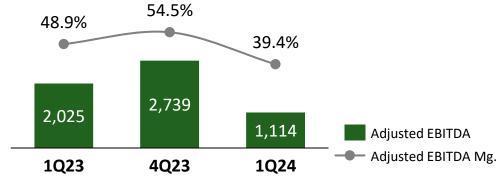
# MINING



#### MINING PERFORMANCE

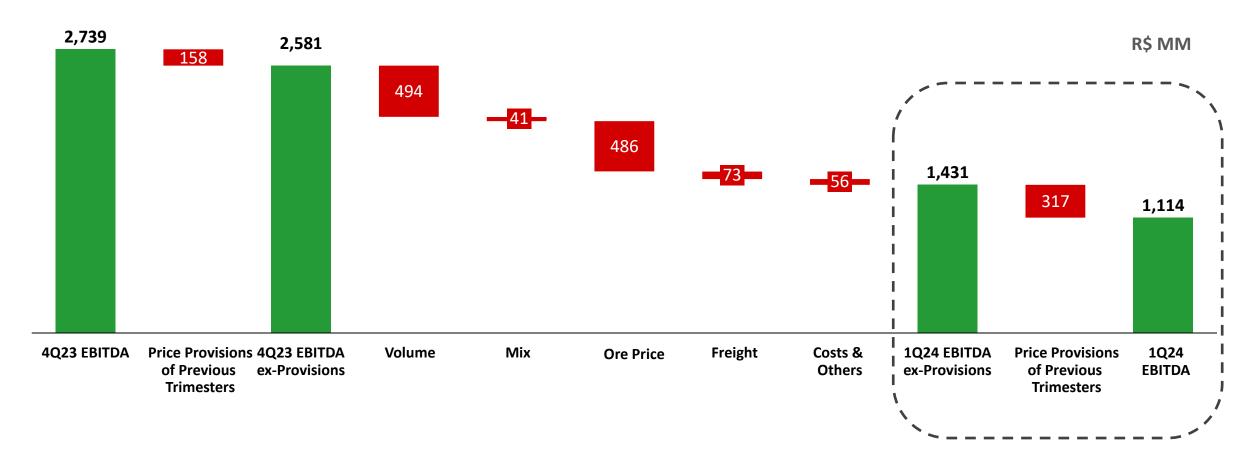






Despite seasonality, the Company maintained the operational excellence seen in recent quarters to deliver yet another production record for the period, overcoming the most critical period of rain without major impacts. On the other hand, the sharp drop in the price of ore ended up offsetting all the efficiency demonstrated, significantly impacting price realization and, consequently, the segment's results.

# **ADJUSTED EBITDA**



The combination of lower volumes due to seasonality, with a strong Platts adjustment impacting provisional prices, were the main factors that led to the drop in EBITDA in the period.

Source: CSN Mineração





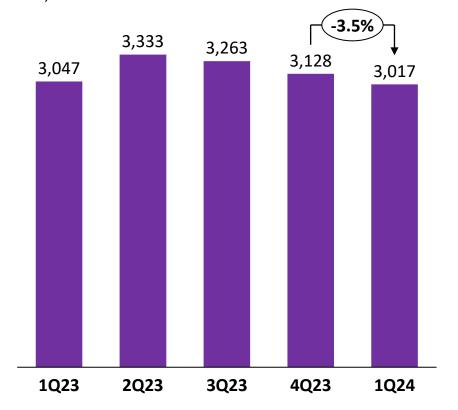
# CEMENT

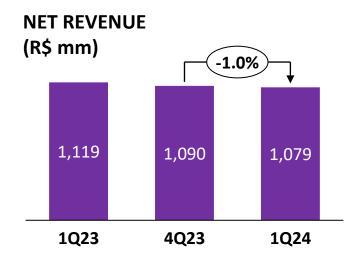


## **CEMENT PERFORMANCE**

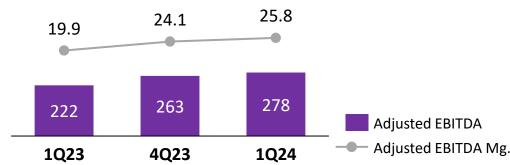
#### **SALES VOLUME - CEMENT**

(Thousand tons.)





#### EBITDA AND EBITDA MARGIN (R\$ mm; %)



- The decrease in sales volume observed in 1Q24 is a direct consequence of seasonality, with increased rainfall and still weak commercial activity in the first two months of the year.
- Despite the lower commercial activity in the quarter, the Company continued to make progress in capturing synergies and managed to deliver an increase in profitability in 1Q24, surpassing the 25% mark of Adjusted EBITDA Margin for the first time since the integration of assets.







ESG



# **ESG PERFORMANCE**

#### DAMS MANAGEMENT ✓ Declarations of stability condition renewed in March; all dams are considered stable √ B2A dam considered stable GOVERNANCE ✓ Evolution of the CDP grade from B to A-Climate Change and in Water Security from B- to A ✓ Publication of the CSN and CMIN Integrated Report 2023 **ESG** SOCIAL AND DIVERSITY ✓ +62% in women representation in the CSN Group compared to the 2020 baseline √ +50% in employees who underwent training compared to **1Q23** √ +17% in the number of employees with disabilities 1Q23 compared to 1Q23 ✓ Launch of ESG Fundamentals Training

employees

✓ Development scholarship program for black

HEALTH AND SAFETY

- ✓ Lowest Accident Frequency Rate (LTI+NoLTI own and third parties) in the last 10 years (1.62) and below the 2030 target (1.72)
  - ✓ Implementation of the AGIR Program
    - -29% in the number of days of absence due to accidents with own employees compared to 1Q23
      - √ -92% in the accident severity rate compared to 1Q23

#### ENVIRONMENTAL MANAGEMENT

- √ -13% in kgCO2e/t iron ore emissions, compared to 1Q23
- √ The water extraction permit necessary to enable the phase 2 expansion projects at the Casa de Pedra mine has been granted
- ✓ -34% in particulate matter emissions in the steel industry, compared to 1Q23
- √ 98% of waste sent for sustainable treatment, +5% compared to 1Q23
- √ +500 thousand tons of cement with low CO₂ emission produced (275kg COo₂/t)



Source: CSN



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