# Results 2Q24 Webcast Institutional Presentation

# **SUMMARY**

WEBCAST		03
INSTITUTIONAL	PRESENTATION	12

# **USIMINAS**

# **Results Presentation**

2024



<sup>2Q24 Results</sup> Highlights of the quarter

**USIMINAS** 

**Iron Ore Sales** 

**Steel Sales** 

Steel Sales

Domestic Market compared to 1Q24

2miton

1miton

+6%

**Adjusted EBITDA** 

Adjusted Ebitda Margin **Crude Steel Production** 

Referring to 1Q24

<sup>R\$</sup> 247mi

4%

+17%

Investment (CAPEX)

Cash

Leverage

R\$ 231mi

R\$ 5.6bi

0.79x

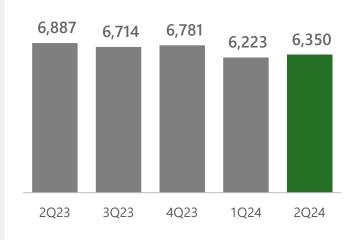


#### **USIMINAS**

#### **NET REVENUE**

R\$ Million

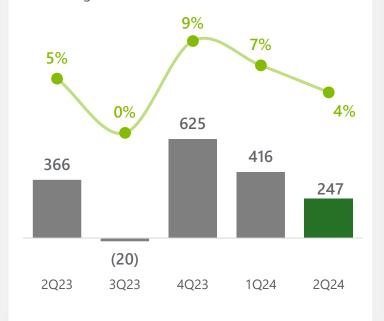
Increase in Net Revenue through the Mining unit.



#### **ADJUSTED EBITDA**

R\$ Million

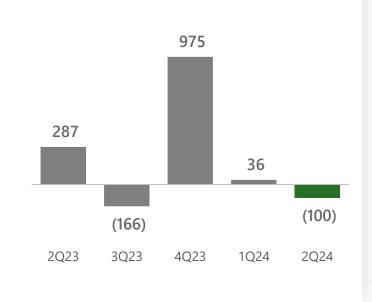
Better results in Mining offset by price and exchange rate effects in Steel.



#### **NET INCOME**

R\$ Million

Reduction in net income due to the effect of exchange rate variations.

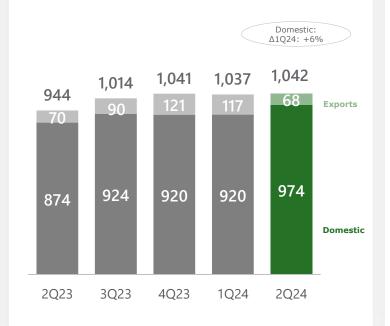


#### **USIMINAS**



(Kt)

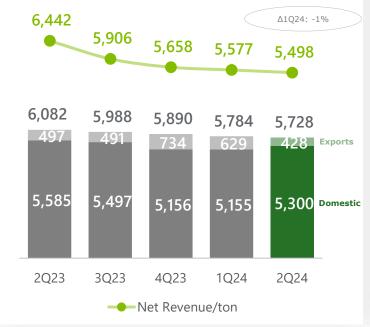
Stability in sales volume, with growth in the domestic market.



#### **NET REVENUE**

R\$ Million and per ton (R\$/t)

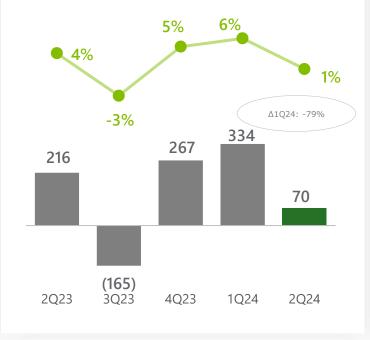
Slight drop in Net Revenue/t due to lower prices, partially offset by better mix.



#### **ADJUSTED EBITDA**

**R\$ Million** 

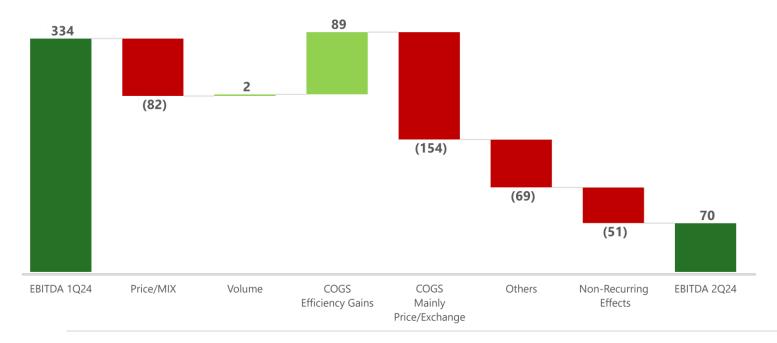
EBITDA impacted by a 1% drop in NR/t, a 1% increase in COGS and non-recurring effects.



<sup>2Q24 Results</sup> Steel Unit

# QUARTERLY VARIATION IN EBITDA R\$ Million

Reduction in EBITDA mainly due to price/mix, price and exchange rate effects on CPV, and non-recurring expenses.



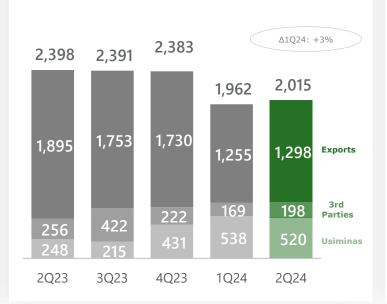


#### **USIMINAS**

#### **IRON ORE SALES**

(kt)

Higher sales volume compared to 1Q24.



#### **NET REVENUE**

R\$ Million and per ton (US\$/t)

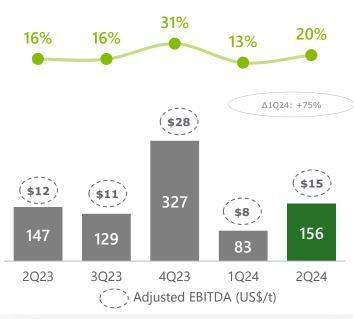
Increase in Net Revenue/t mainly due to the better price realized in the period.



#### **ADJUSTED EBITDA**

R\$ Million and per ton (US\$/t)

Increase in EBITDA mainly due to growth in net revenue.



# **USIMINAS**

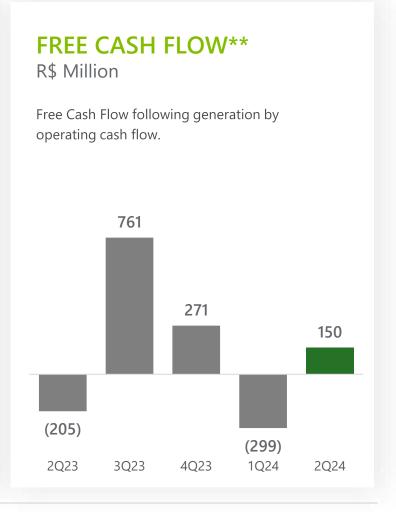
# **Financial Indicators**

2024

**USIMINAS** 2Q24 Results Consolidated

#### **CHANGES IN WORKING CAPITAL AND CASH FROM OPERATIONS\*** R\$ Million Reduction in working capital, especially at suppliers. 1,647 1,544<u>-</u> 1,005 910 674 401 381 152 (108)(31) 2Q23 3Q23 4Q23 1Q24 2Q24 ■ Cash From operations ■ Variation in Working Capital

#### CAPEX **R\$ Million** Reduction in CAPEX in the Steel Unit. 886 879 61 121 654 436 131 379 291 268 231 36 386 382 232 245 196 2Q23 3Q23 4Q23 1Q24 2Q24 ■ BF#3 Relining Steel ■ Mining



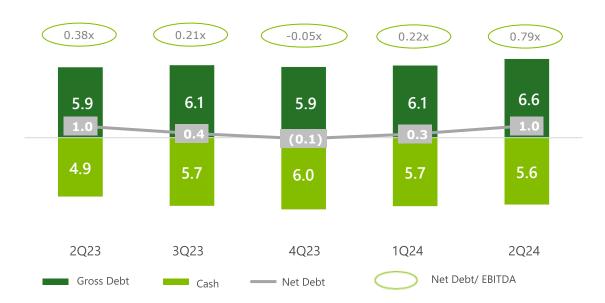
<sup>\*</sup> Variation in Cash excluding CAPEX and other investment and financing activities

July 26, 2024 10 \*\* Cash From Operations + CAPEX

<sup>2Q24 Results</sup> Consolidated USIMINAS

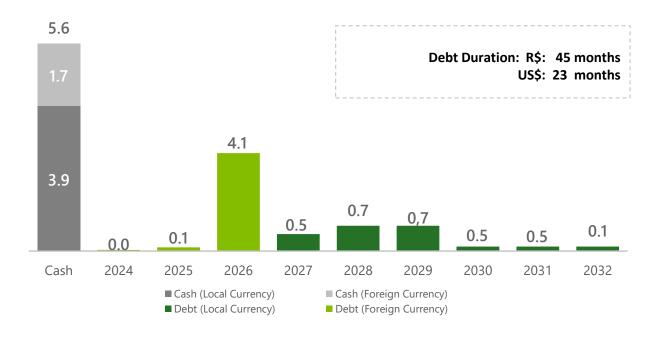
### CASH, GROSS DEBT, NET DEBT AND LEVERAGE R\$ Billion

Increase in net debt of R\$ 688 million due to the effect of the exchange rate variation on the Company's debt and the reduction in cash, mainly due to the payment of dividends of R\$ 330 million



### GROSS DEBT AMORTIZATION PROFILE - PRINCIPAL ONLY R\$ Billion

Debt with practically no maturity until 2026.





# 2Q24 Institutional Presentation



# The Usiminas Overview

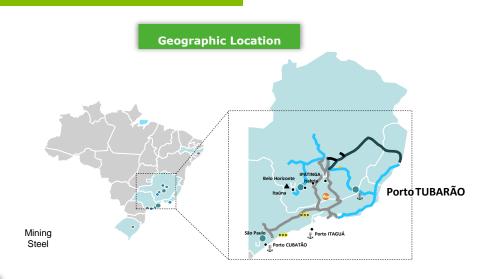
- ✓ One of the biggest producers of flat steel in Brazil.
- ✓ Present in six states, covering the entire steel chain
- ✓ Mining and logistics, capital goods, service and distribution centers and customized solutions.
- ✓ Two steel mills strategically located along Brazil's main industrial axis.
- ✓ Sales units present in the main regions of the country.
- ✓ Founder of the longest-running environmental education project in the private sector since 1984.
- ✓ First Brazilian steel company certified by ISO 9001.



# **The Usiminas**

#### **Financial Highlights**

	2017	2018	2019	2020	2021	2022	2023
Net Revenue (R\$ mi)	10,734	13,737	14,949	16,088	33,737	32,471	27,638
annual growth	27%	28%	9%	8%	110%	-4%	-15%
Ajusted EBITDA (R\$ mi)	2,186	2,693	1,973	3,194	12,830	4,905	1,753
Margin	20%	20%	13%	24%	38%	15%	-64%
Net Profit (loss)(R\$ mi)	315	829	377	1,292	10,060	2,093	975
Net Margin	3%	6%	3%	8%	30%	6%	6%
Gross Debt	6,656	5,854	5,111	5,793	6,304	6,202	5,921
Cash And Cash Equivalent	2,314	1,693	1,921	4,868	7,023	5,072	6,009
Net Debt	4,342	4,161	3,189	1,105	(720)	1,130	89
Debt / EBITDA	2.0 x	1.6 x	1.6 x	0.3 x	-0.06x	0.23x	-0.05x



#### **Shareholding composition**



# Complete Solutions in Products and Services

# Mineração Usiminas

- JV formed in 2010 through a partnership with Sumitomo Corporation
- Responsible for the mining operations, in addition to rail and port transportation
- Three iron ore plants at SerraAzul MG



- One of the largest producers of flat rolled steel in Brazil
- Two industrial plants in Ipatinga (MG) and Cubatão (SP)
- Also holds Unigal Usiminas, a JV with Nippon Steel responsible for steel hot-dip galvanizing activities, enhancing the technology content within Usiminas' steel.

Soluções Usiminas was incorporated into the Steel unit as of 4Q23. Created in
 2009, it has a broad portfolio of products and services for the transformation and distribution of flat steel and serves 3 main sectors: distribution, tubes and JIT (just in time).



Upstream

Downstream

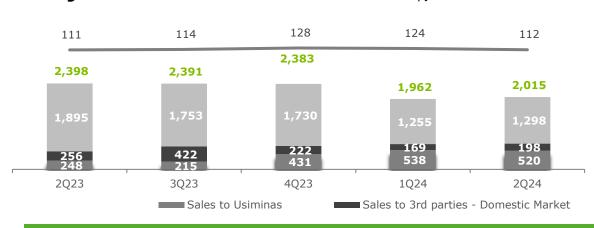


# Mining

**Destaques Financeiros** 

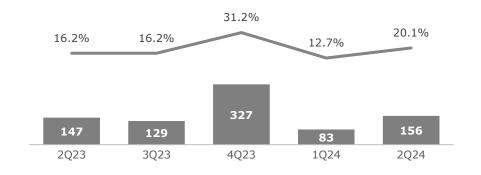
#### Iron Ore Sales and Price PLATTS (62% FE CFR China)

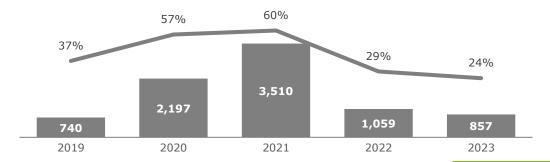
#### Mining Business Unit - Thousand tons - Prices in US\$/ton





#### EBITDA (R\$ mm) and EBITDA Margin (%)



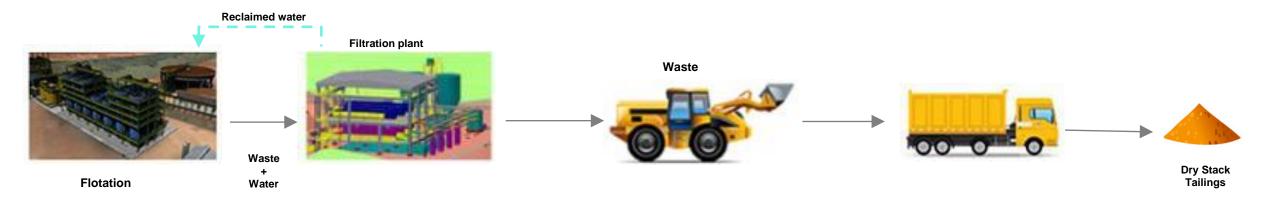


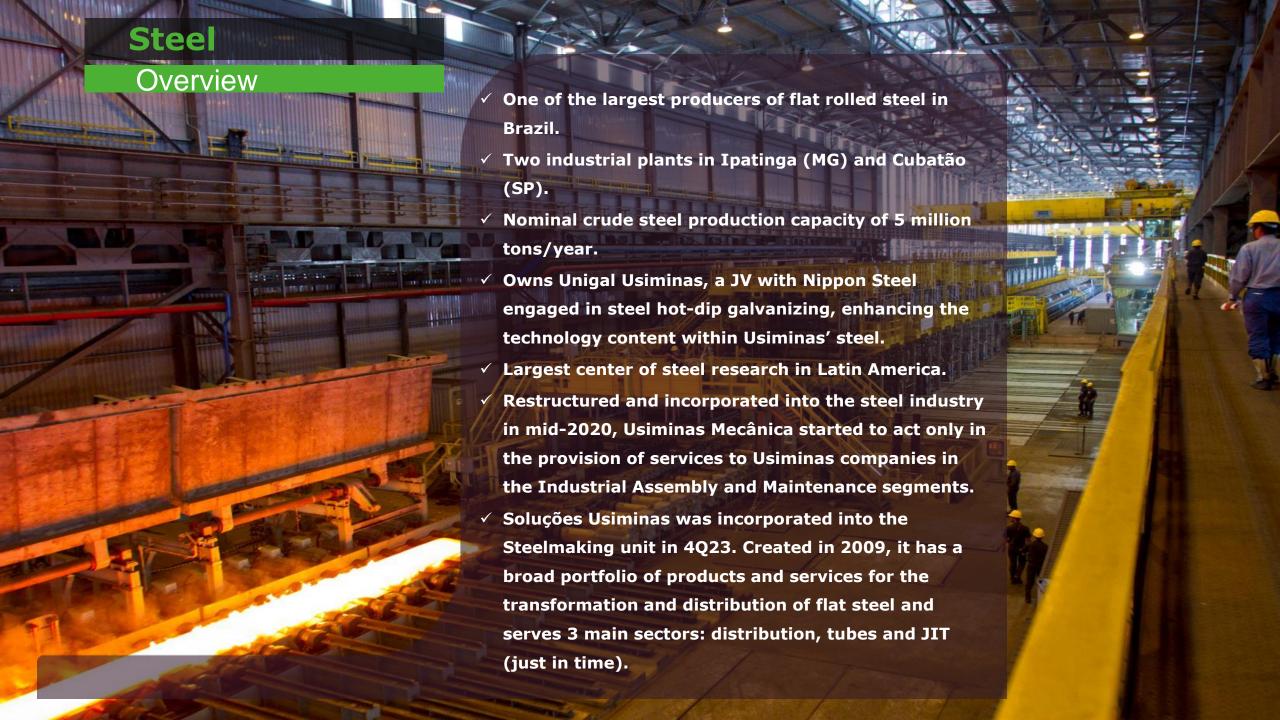
# Mining

#### **Dry Stacking**

- ✓ Disposal of tailings by the dry stacking process, replacing dams
- ✓ Started operation in December 2021
- ✓ R\$235 million invested



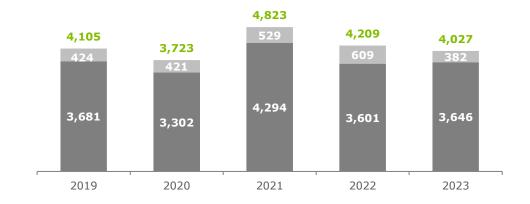




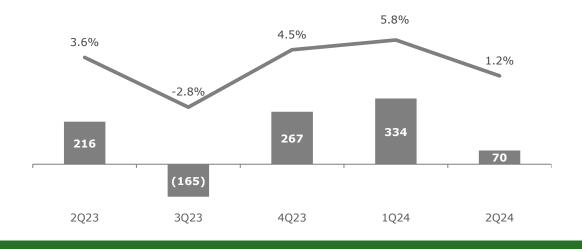
# Steel

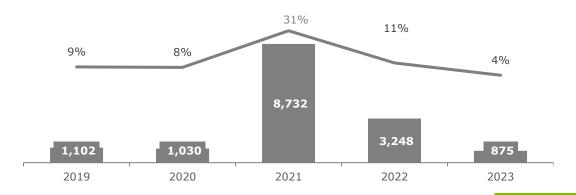
#### **Steel Sales Evolution (Thousand tons)**





#### EBITDA (R\$ mm) and EBITDA Margin (%)





# Steel





Civil Construction



Machinary and Equipment



**Pipelines** 



Capital Goods



**Wind Energy** Oil and Gas





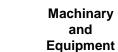












**Laminados a Quente** 



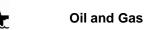
**Pipelines** 

Auto

Industry



**Solar Energy** 





Civil Construction

Laminados a Frio



**White Line** 



Auto Industry





Civil Construction



**White Line** 



Auto Industry



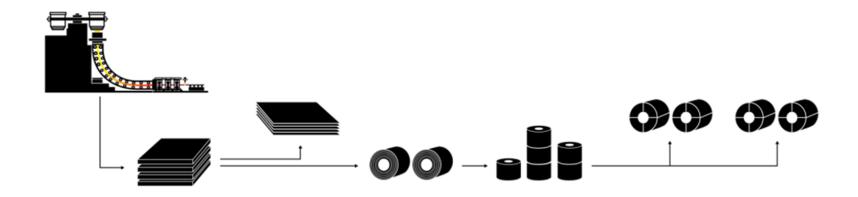
Solar Energy

# Steel

Flat steel consumption markets

The total crude steel generation capacity is 5 million tons and is located in Ipatinga.

Current capacity for generating finished products, considering the galvanizing lines (EG and HDG) and heavy plates at their maximum capacities.



				Galvanized		
	Heavy Plates	Hot Rolled	Cold Rolled	Electrogalvanized	HDG	Total
Total Production Capacity of Products for Sale	1,000	1,800	2,710	360	1,030	6,900

#### Strategic investments in the Ipatinga plant



#### **Steelworks 2**

- **R\$535 million** in investments by 2023
- Replacement and repair of main metal structures
- Recovery of main foundations and scale channels
- Recovery and modernization of slab cutting machines

#### **Expected benefits**







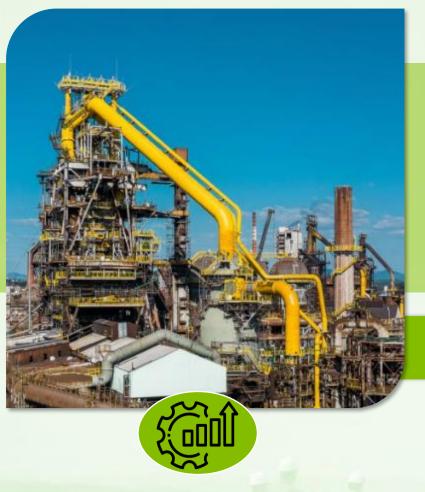
**Costs reduction** 

**Higher productivity** 

**Greater efficiency and process control** 



#### Strategic investments in the Ipatinga plant



#### **Blast Furnace 3**

- R\$2.7 billion in investments
- Ramp-up finished, equipment stable

#### **Expected benefits**

Compared to the pre-revamp period





**Productivity gains > 30%** 

Fuel efficiency gains: 9%

Gains in specific coke consumption: 20%

GHG reduction with the incorporation of sophisticated control models







Social and Environmental Highlights

#### **Highlights**



#### **VOU - Usiminas Volunteers**

+ More than 14,000 people benefited, 50 actions carried out, 51,000 items and 220 bags of blood donated



#### Program for the Recovery and Preservation of Green Areas

11,800 seedlings were produced, of which 2,300 were planted were donated to employees and the community.



#### The quadrivalent vaccine available free of charge for

employees and at a subsidized rate for dependents.



#### 216,000 hours of training in safety regulations



# Márcio Cunha Hospital recognized by Newsweek

magazine as as one of the best Brazilian hospitals for the 3rd consecutive year.

#### "Mobiliza Caminhos do Vale" Project

Promotes the recovery of rural roads based on steel aggregates, having as a counterpart the realization of socio-environmental projects and the recovery of springs by the municipalities

- √ 3.7 Million tons of applied Siderbrita
- √ 1.3 Million beneficiaries
- √ 4,600 km of rural roads recovered
- √ 60 municipalities already benefited



#### **Fauna Conservation Monitoring Program**

Visa identificar a presença de espécies ameaçadas de extinção, propor adoção, e analisar habitats



200 Seedlings donated to municipalities



4
Species
identified as
endangered



Since
2021
Monitoring
and
Conserving
Fauna

#### "Mobiliza Caminhos do Vale" Project

Socio-environmental projects as counterpart in Marliéria



Socio-environmental considerations in Paraíso and Iapú





Increase in tourism and handicraft, and helping the local products flow





#### **Education and Culture**

#### São Francisco Xavier School

First educational institution in Brazil to obtain ISO 9001



#### **Usiminas Institute**

Usiminas invested over R\$260 million, encouraging around 2,000 social projects since 1993



#### **Projects and Programs**

#### **Xerimbabo Usiminas Project**

Promotes protection and environmental education free of charge for more than 2 million young people



#### "Plante uma vida" Project

The initiative promotes the planting of native tree by employees who had a children in the year



Social and Environmental Highlights

#### **São Francisco Xavier Foundation**

Márcio Cunha Hospital - Unit I

Reference center in the area of health in Brazil



Márcio Cunha Hospital - Unit II

Internação, Atendimento Ambulatorial, Centro de Diagnóstico por Imagem e Usifamília



**Carlos Chagas Municipal Hospital** 

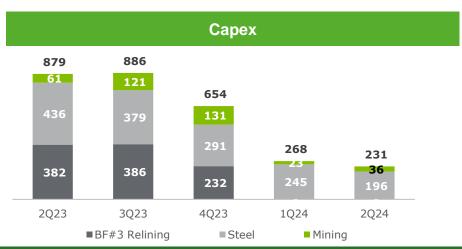
Reference for the municipalities of the Itabira microregion to SUS patients

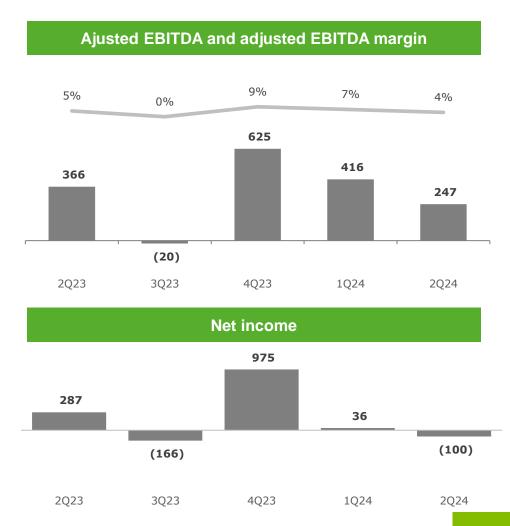


# Results

(R\$ Million, except otherwise indicated)

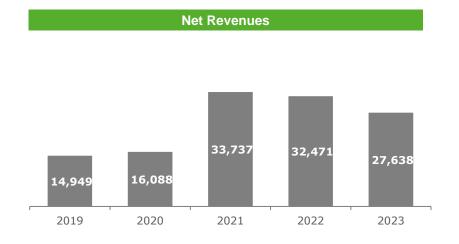




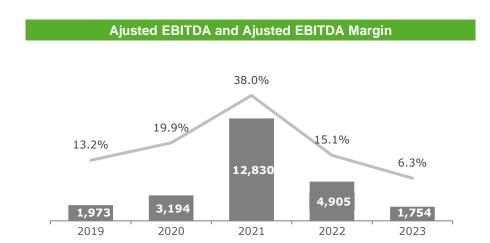


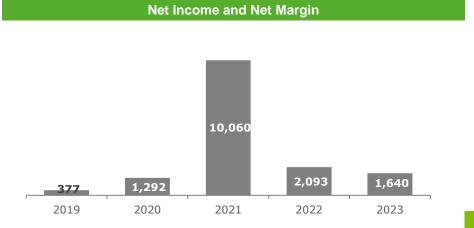
# Results

(R\$ Million, except otherwise indicated)





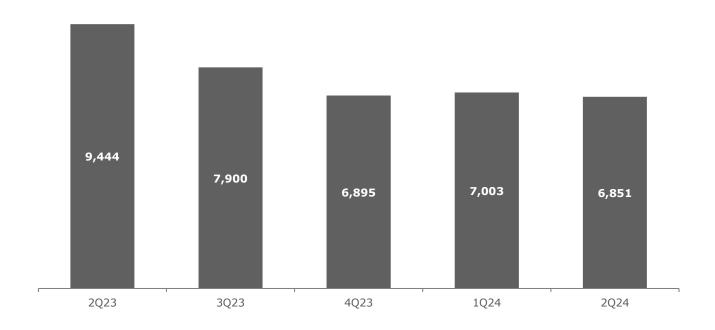




# Results

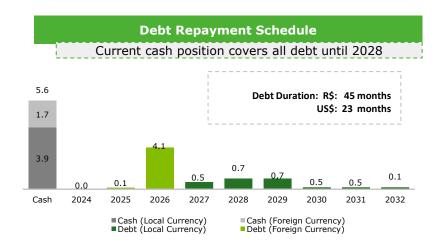
Financial Results

#### **Working Capital (R\$ million)**

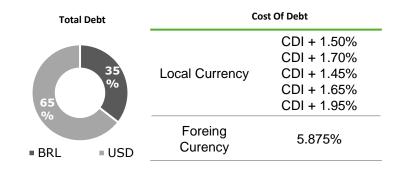


# **Liquidity and Indebtedness**

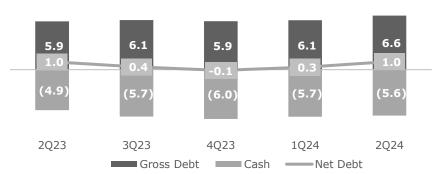
(R\$ billion)



#### **Debt Profile by Category**



# Cash Position and Indebtedness



#### Agências de rating

	Global	National	Outlook
Moody's	Ba2	AA+.br	Stable
S&P Global	ВВ	brAAA	Stable
FitchRatings	ВВ	AA+(bra)	Stable



# **Usiminas' Corporate Governance**

Usiminas' model of corporate governance meets government and market requirements for listed companies, preserving and encouraging transparency

### **New Shareholders Agreement**

✓ On July, 2023, the Company's amended and restated the Usiminas Shareholders Agreement - valid until November, 2031

### **Corporate Governance Model**

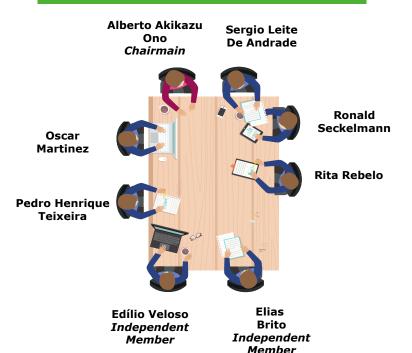
- ✓ The Board of Directors is responsible for general strategic policies
- √ 8 current members and their respective alternates, besides the Chairman
- Election for unified terms of 2 years
- 2 committees supporting the BoD:
- ✓ Human Resources Committee
- ✓ Audit Committee

#### Permanent Fiscal Council

- Review of the financial statements, investment plans, budgets, opinion on dividend distribution, etc
- Five members elected in General Meeting

- ✓ Listing on B3 Level 1, ADR on OTC Market (New York) and Latibex exchange (Madrid)
- Improvement in quarterly reports, including the disclosure of consolidated financial statements and special audit revision
- Disclosure of an annual calendar of corporate events
- ✓ Minimum Free Float of 25%
- Evaluation of Board of Directors, Management, and Committees
- Minimum dividend payout of 25% of the net profit (after legal reserves and contingencies – in compliance with Law No 6,404)

### **Board of Directors (Current Members)**



# **Usiminas' Corporate Governance (Cont'd)**

Recently approved programs that ensure safety for the investor, transparency of actions, management control and clarity in communication

# **Integrity Program Code of Ethics and Conduct Anticorruption Policy** Competition Policy **Policy of Conflict of Interests and Transactions** with Related Parties Policy of Rewards, Gifts and Hospitalities Policy of Sponsorship and Donations Policy of Relationship with Third Intermediary **Parties**



- Policy of Destination of Results
- Policy of on the Remuneration of the Members of the Board of Officers
- Policy of Contracting of Extra-audit Services
- Policy of Disclosure of Information and Negotiation with Securities

Approved by the Board of Directors in October 2018



# Over Half a Century of Leadership



# **Main Highlights**



# Leading Position in the Brazilian Steel Market, with Presence in Strategic International Markets

Usiminas' leading position is underpinned by the superior quality of its products and the long-term relationship with key clients

## Sales Volumes - Steel - (Thousand Tons - Quarterly)

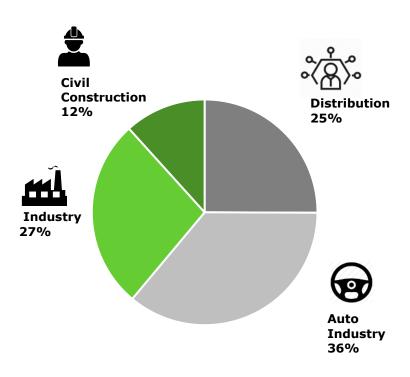


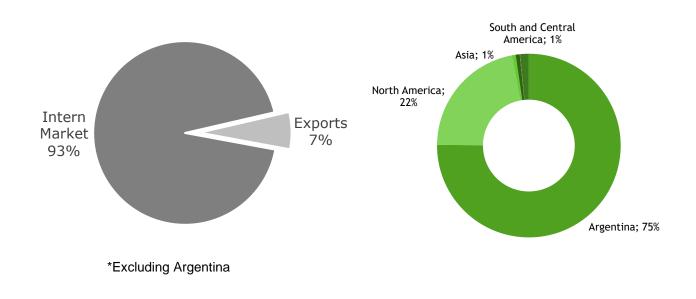
# **Diversification** Across Products and Markets

Usiminas has capacity to produce a wide variety of steel, allowing for flexibility to adjust its production according to market demands domestically and internationally

End Markets Share of Volume, 2Q24, Domestic Market

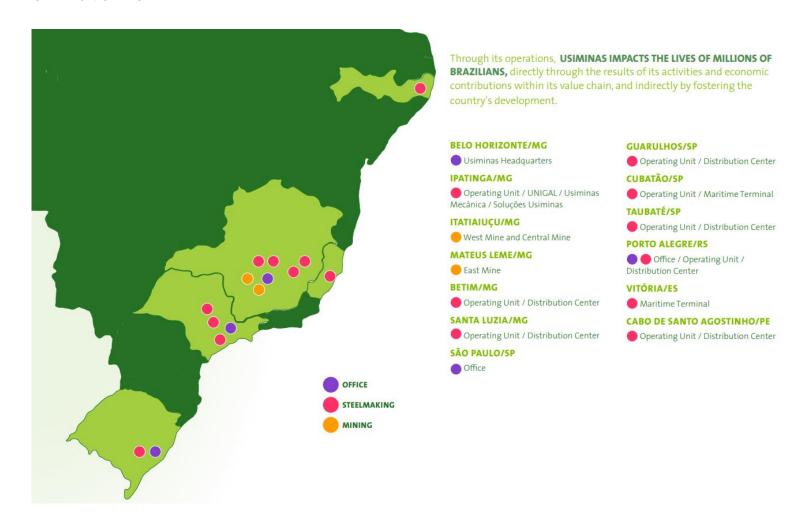
Revenues by Country Share of Net Revenue, 2Q24, Steel





# **Assets Strategically Located in the Country's Main Industrial and Logistic Axis in the Country**

The location of Usiminas' assets allows for access to raw materials (e.g. iron ore), consumption centers and logistic terminals (railways, ports)



# Seasoned and Specialized Management Team

Usiminas' Executive Board consists of professionals with deep knowledge in their respective areas



### Marcelo Chara

- Over 40 years of experience in the steel industry. He served as Executive President of Ternium Brasil from 2017 to 2023. He also served as Industrial Director at Ternium in Argentina, Industrial Vice President at Usiminas, Director at Sidor (Venezuela), among other executive positions at the Techint Group.
- · He was a director at Instituto Aço Brasil, at Alacero and vice-president of the board at ABM.
- Gaduated in Metallurgical Engineering from the University of Birmingham (UK). He has been a professor at the Catholic University of Córdoba, the National University of La Plata and the Catholic University of La Plata.



### Thiago da Fonseca Rodrigues

CFO and IR Vice President Officer

- More than 15 years of experience in the steel industry. Before joining Usiminas, he worked, among other companies, in the Brazilian operation of Ternium and Vale. He was a member of the Audit Committee of Usiminas.
- He was a member of the Tax Affairs Council of Firjan and director of the Brazilian Foreign Trade Association (AEB).
- Graduated in Business Administration from PUC-RJ and post-graduated in Management from IBMEC-RJ.



#### Américo Ferreira Neto

Industrial Vice President Officer

- With a career spanning more than 30 years at Usiminas, he worked in the areas
  of Maintenance, Hot and Cold Rolling and, in 2016, became the executive
  director of the Cubatão Plant. In 2019, he held the same position at the Ipatinga
  Plant until reaching Industrial VP in 2020.
- Electrical engineer by Unisanta, with specialization in industrial automation by Unisantos and MBA in project management by FGV, he also has a master's degree in electrical engineering from USP.



### Toshihiro Miyakoshi

Technology and Quality Vice President Officer

- The executive returns to Brazil for his second season at the company, after a stint at Uniqal in 2014.
- Graduated in metallurgy, he started his career at Nippon Steel, having held several positions directly linked to production and management.



### Miguel Angel Homes Camejo

Commercial Vice President Officer

- Has a career spanning more than 20 years dedicated to the steel sector, having held several positions in the Ternium Techint group in countries such as Venezuela, Argentina, Mexico and Colombia.
- · Has been the head of the commercial VP at Usiminas for four years.
- Graduated in Economics from Universidad Catolica Andres Bello, in Venezuela, he participated in executive education programs at the universities of Chicago and Stanford, in the USA.



### Gino Eugenio Ritagliati

Corporate Planning Vice President Officer

- Before being appointed VP of Corporate Planning, he was a member of the Audit Committee at Usiminas. He has more than 15 years of experience in positions in the Economic, Commercial and Industrial Engineering areas of the Ternium Techint group in Argentina and Brazil.
- Graduated in Accounting, with specializations in Economics and Finance.

# **Usiminas' Corporate Governance (Cont'd)**

Recently approved programs that ensure safety for the investor, transparency of actions, management control and clarity in communication

# **Integrity Program Code of Ethics and Conduct Anticorruption Policy** Competition Policy **Policy of Conflict of Interests and Transactions** with Related Parties Policy of Rewards, Gifts and Hospitalities Policy of Sponsorship and Donations Policy of Relationship with Third Intermediary **Parties**



- Policy of Destination of Results
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# **Culture of Employee, Social and Environmental Responsibility**

Usiminas translates concepts into practice, conciliating the objective of all stakeholders

### **Employee**

Investments in professional training and safety prove the ongoing commitment to the qualification, development and life of our people



More than 200,000 hours of trainingand training at Usiminas



68.9 hours average training time per employee



100% of our employees performed a performance evaluation in 2023



"Safe Hands" 627 deviceshand safety devices createdin 2021

#### Social

The company's sponsorship policy planned and executed by the Institute favors projects that promote inclusion, training and human development



Usiminas Memory Center in Ipatinga (MG), with a collection of more than 300 works of art



4 cultural venues together welcomed 164,000 people and offered more than 700 events in 2023



Construction of the Libertas Hospital in Belo Horizonte (MG)



VOU – Usiminas volunteers 14,000 people benefited and 51,000 items donated

### **Environmental**

We believe that innovation and sustainability are essential to ensure that we continue to do business and stay competitive



20% of the raw materials used to make steel are recycled



20,000 seedlings produced at the Seedling Nursery



94,6% of the water
in the steel manufacturing process at
Usiminas is recirculated



511 registered springs



# USIMINAS