



# 3Q23 EARNINGS PRESENTATION

November 14<sup>th</sup>, 2023



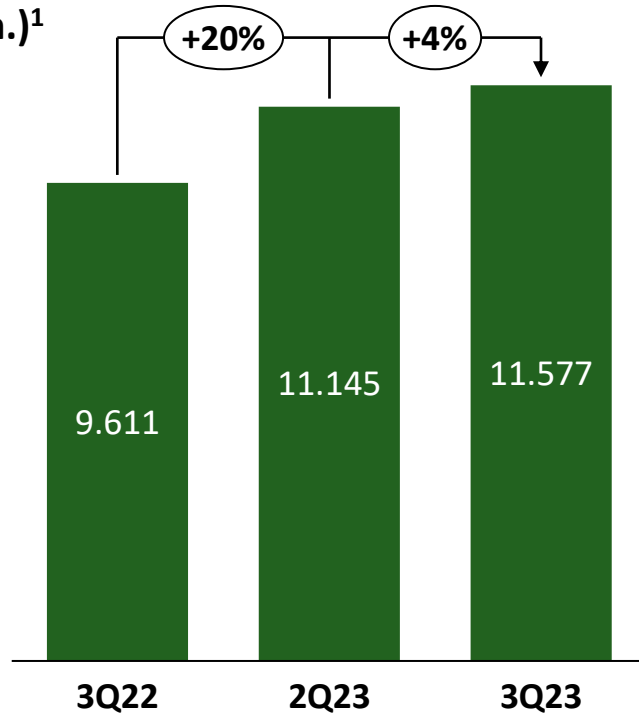
**CMIN**  
B3 LISTED N2

# HIGHLIGHTS

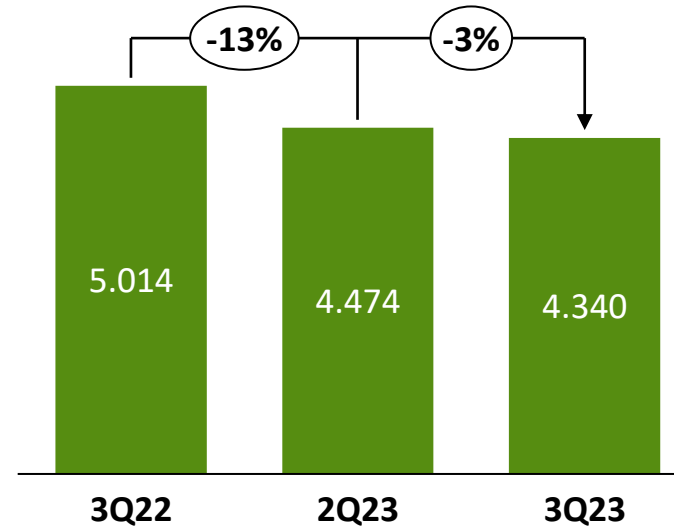
- 1** New **quarterly records** achieved in 3Q23 in sales and production volumes (including purchases).
- 2** The performance achieved in 9M23 made it possible to review the production and purchasing guidance to 42.0-42.5 Mton for 2023.
- 3** Solid **cash generation** in 3Q23 was the result of the combination of better sales volume and stronger price realization.
- 4** ESG: Conclusion of the decharacterization works of the Vigia Dam and renewal of the **stability declaration** for all Company dams. Also noteworthy is the hiring of the first **Sustainable-Linked Finance operation** by CSN Mineração with Banco do Brasil, in the amount of BRL 250 million.

# PRODUCTION VOLUME AND INVENTORIES

PRODUCTION  
(Thousand ton.)<sup>1</sup>



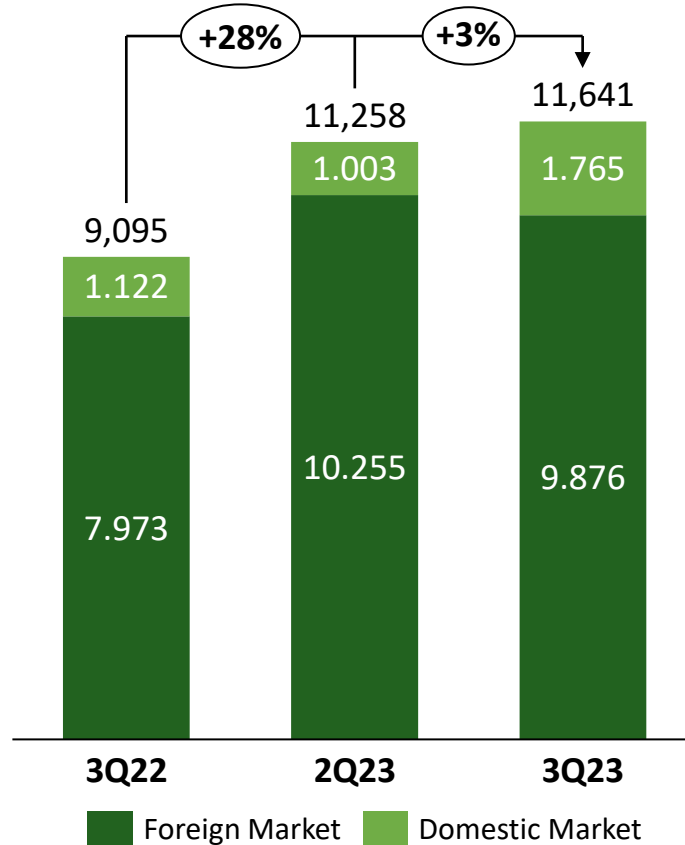
IRON ORE INVENTORY  
(Thousand ton.)



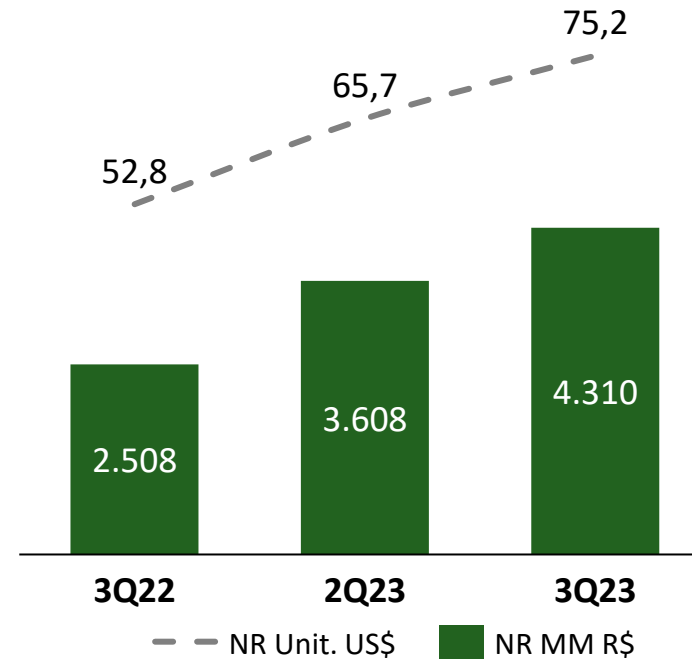
- 🔗 In addition to the 4% production increase in 3Q23 and reaching a new historical record, also highlighted the mix improvement of own production.
- 🔗 Strong operational and commercial performance also helped reduce inventory levels.

# SALES AND FOB NET REVENUE

SALES VOLUME  
(Thousand ton.)

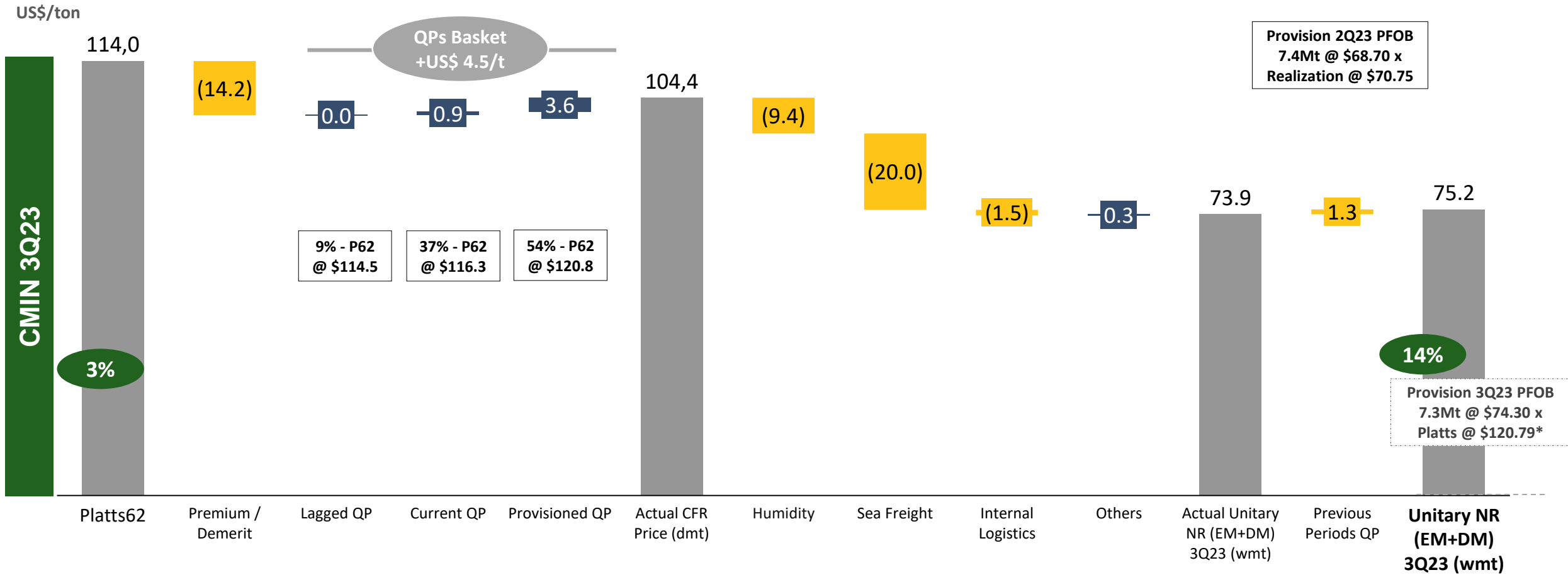


FOB NET REVENUE  
(R\$ MM and Unit. US\$/t)<sup>1</sup>



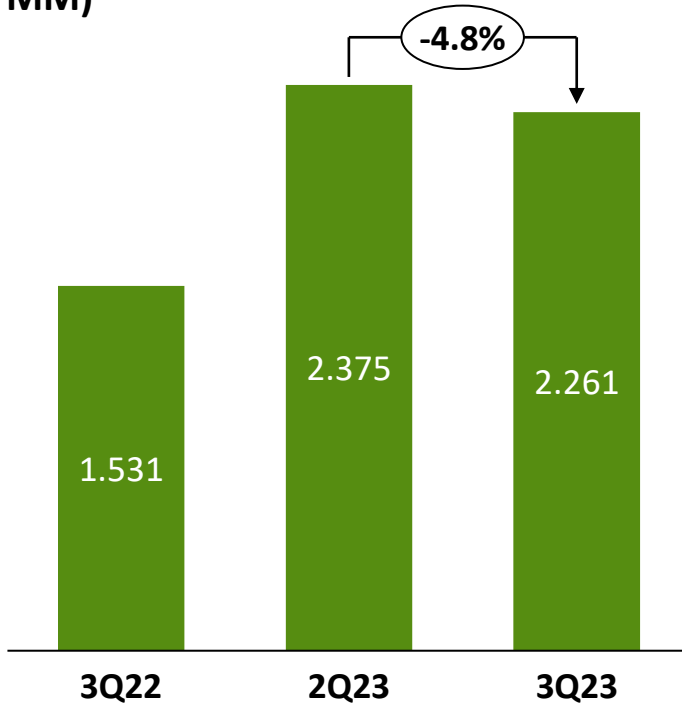
- 🔗 The company was able to take advantage of the favorable condition with strong Chinese demand and the dry period to achieve a record quarterly sales performance.
- 🔗 In turn, the Unitary Net Revenue was 14.5% higher than in 2Q23, reaching US\$75.19/t. This performance mainly reflects Platts' upward trajectory and the positive impact of interim pricing.

# PRICE REALIZATION

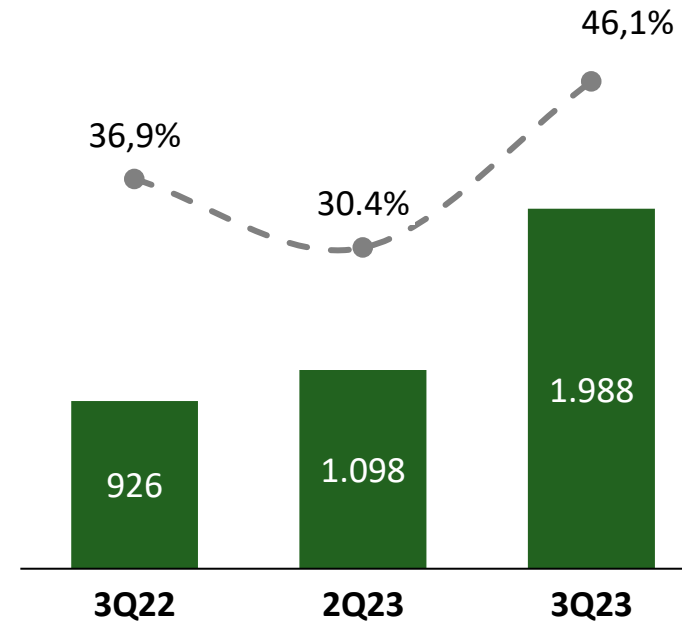


# COGS AND EBITDA

COGS (EX DEPRECIATION)  
(R\$ MM)

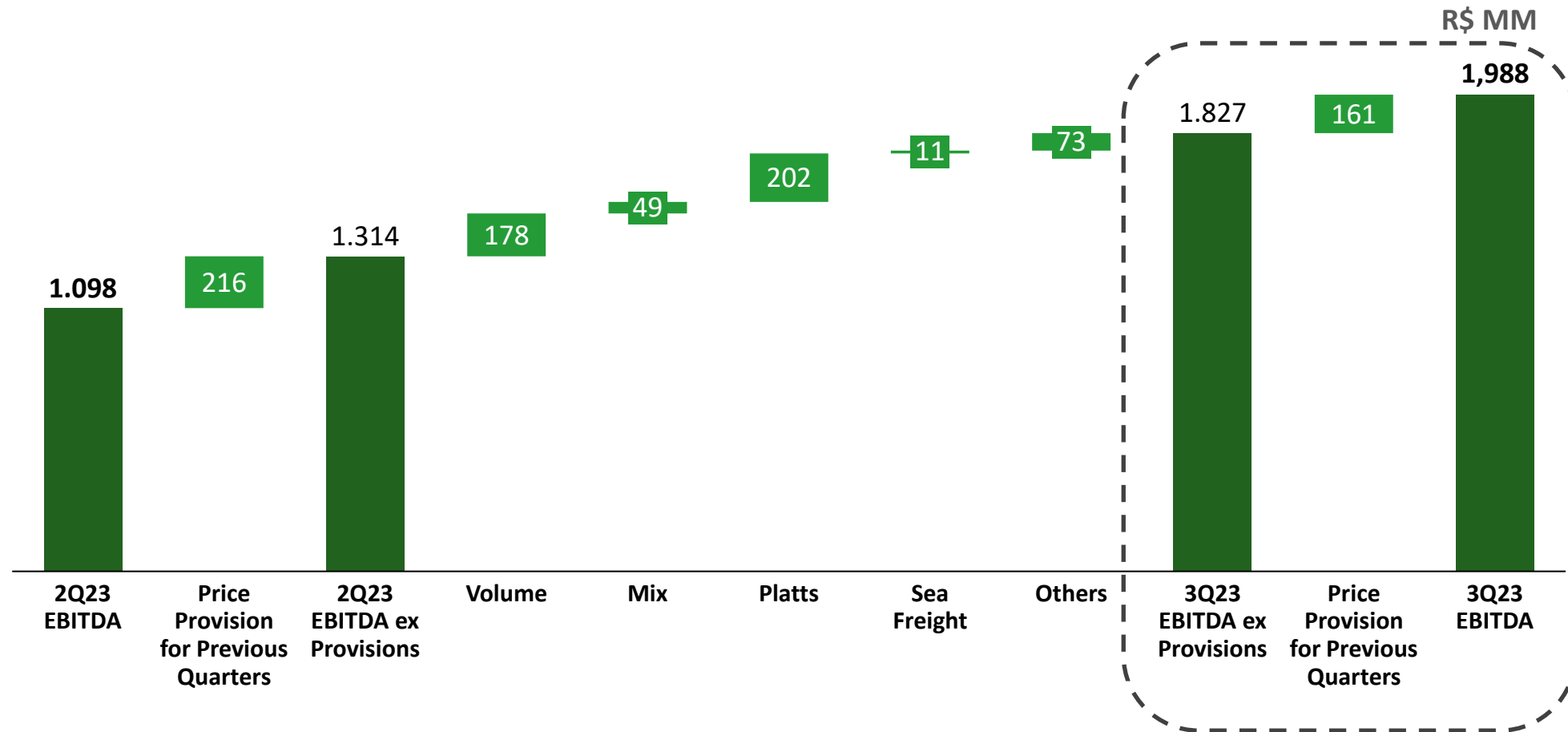


ADJUSTED EBITDA AND ADJUSTED MARGIN  
(R\$ MM and %)



- ⚙ The 4.8% reduction in COGS against the previous period is the result of the lower volume of ore purchases and lower use of third-party ports.
- ⚙ Adjusted EBITDA almost doubled compared to the previous period, reaching R\$ 1,988 million and with a margin of 46.12%, as a result of increased commercial activity, as well as stronger price realization.

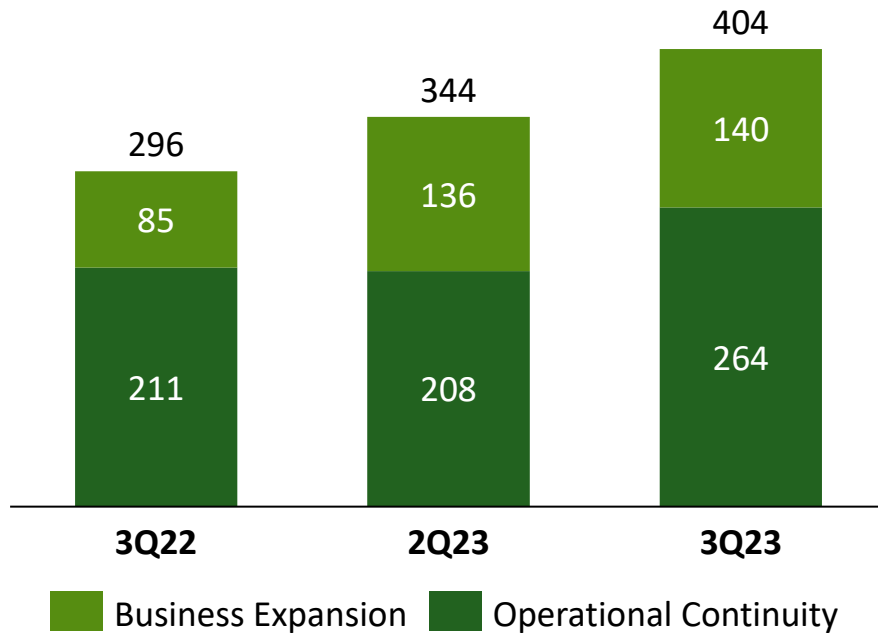
# ADJUSTED EBITDA



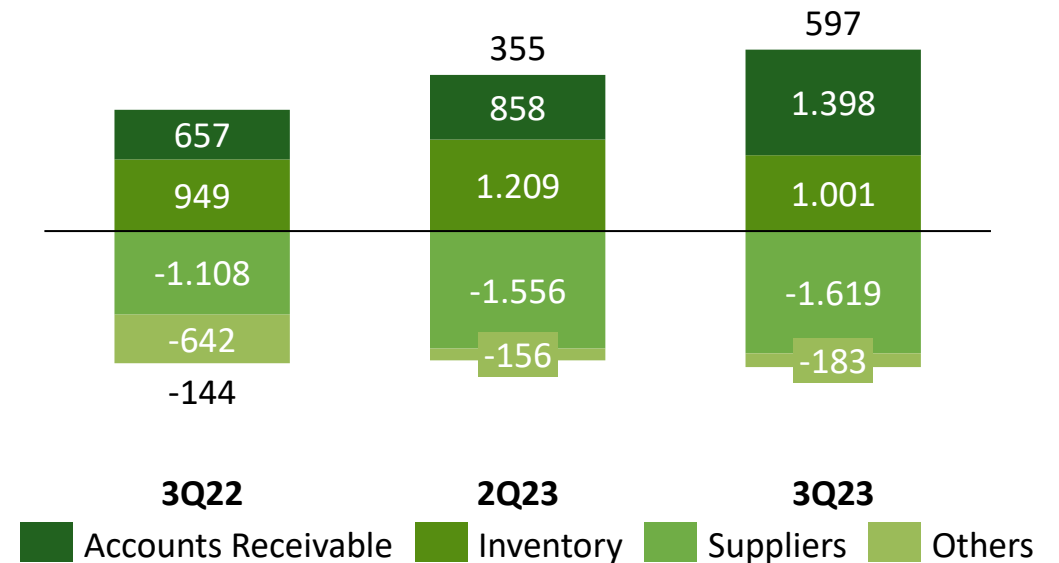
🔗 3Q23 EBITDA was positively impacted by (i) increase in sales volume, (ii) improvement in iron ore price and (iii) positive adjustment in provisional prices.

# CAPEX AND NWC

CAPEX  
(R\$ MM)



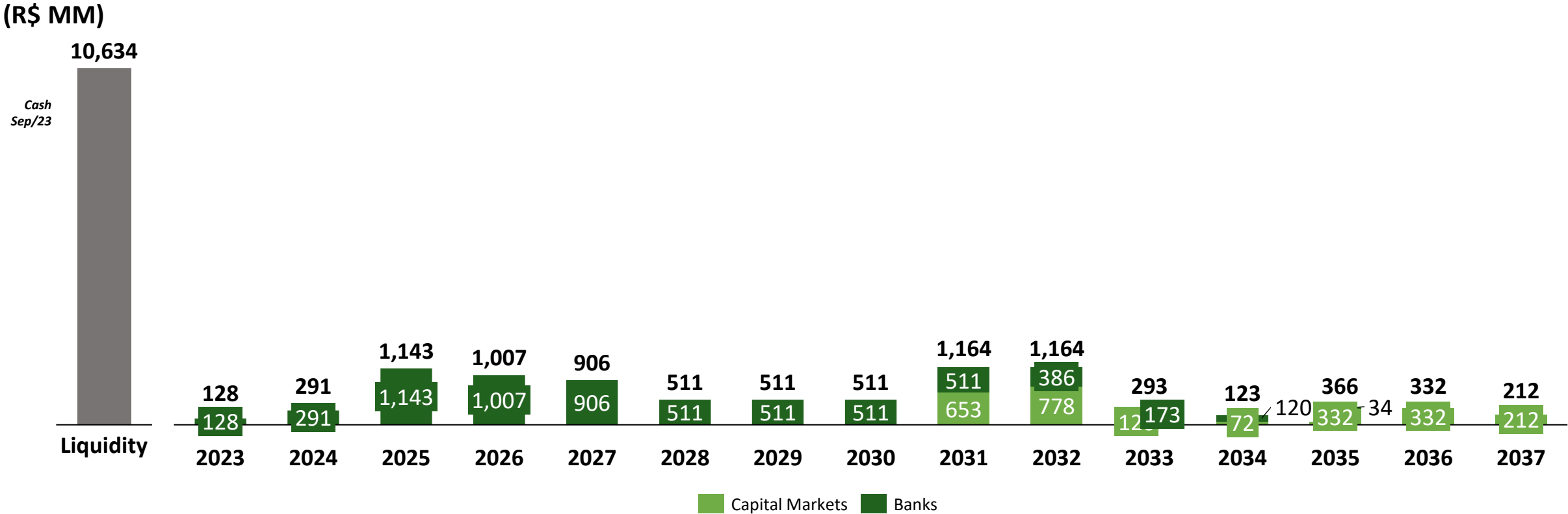
NET WORKING CAPITAL  
(R\$ MM)



- Capex totaled R\$404 million in 3Q23, with resources mostly allocated to current investments to maintain operational capacity and advance expansion projects, mainly related to P15.
- Regarding net working capital, we can observe a significant increase in accounts receivable, impacted by the appreciation of iron ore and the growth in sales. This situation ended up overcoming the reduction in inventories and the slight increase in the line of suppliers.



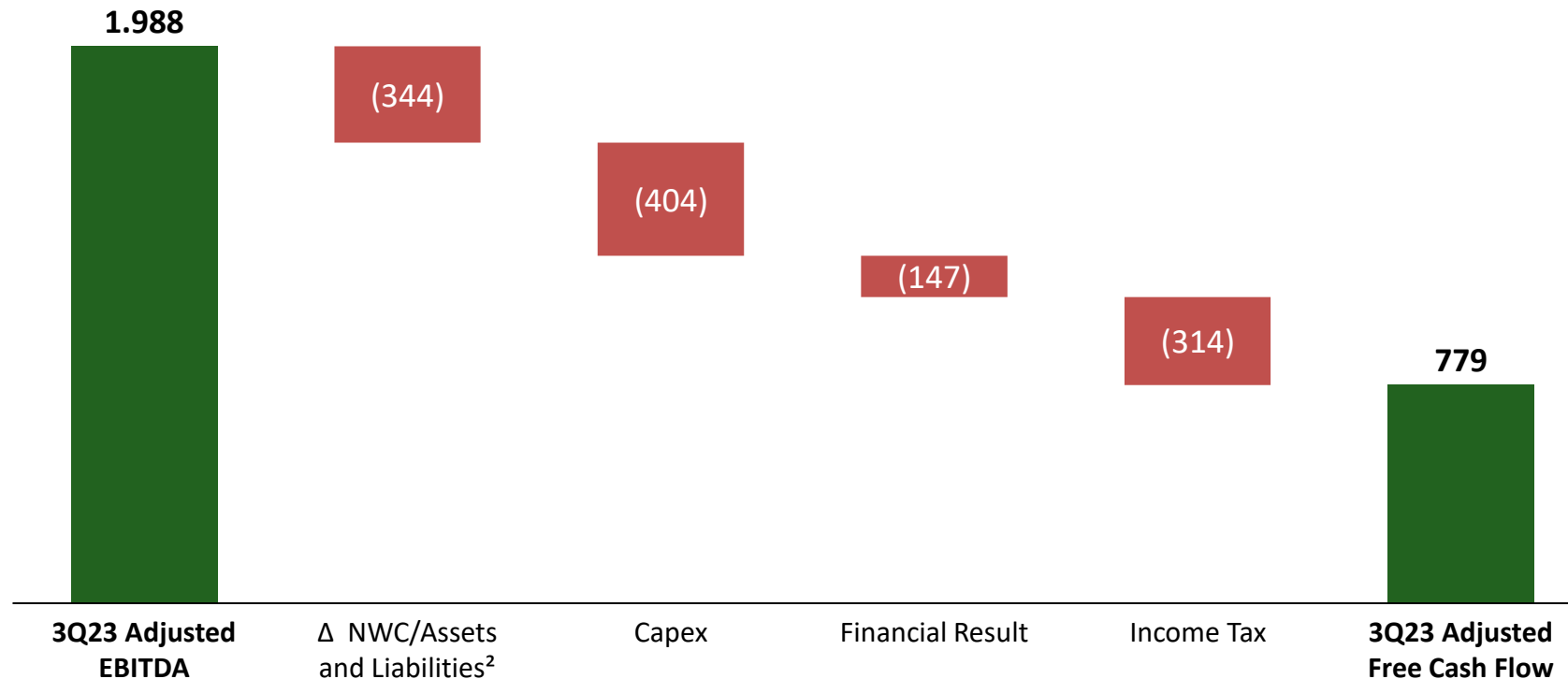
# AMORTIZATION SCHEDULE



As of 09/30/2023, CSN Mineração had a total of R\$ 10.6 billion in cash equivalents and returned to a net cash position.

# FREE CASH FLOW

FREE CASH FLOW  
(R\$ MM)



🔗 Adjusted Cash Flow in 3Q23 reached R\$ 779 million and would have been even higher if it weren't for the increase in working capital, a result of price appreciation during the period, along with higher outlays for investments and taxes.

Source: CSN Mineração / Note 1 - The Adjusted Cash Flow concept is calculated from Adjusted EBITDA, subtracting CAPEX, Income Tax, Financial Result and changes in Assets and Liabilities, excluding the effect of the Glencore advance. Note 2 - The ΔNWC/Assets and Liabilities<sup>2</sup> comprises the change in Net Working Capital, plus the change in long-term Assets and Liabilities accounts, excluding the net change in income tax and social contribution.

# ESG PERFORMANCE

## DAMS

- ✓ Completion of the decharacterization civil works **for the Vigia Dam**
- ✓ **Stability declarations renewed** in September 2023 for all dams owned by CMIN

## GOVERNANCE

- ✓ **Gold Seal in GHG Protocol** for 4th year running
- ✓ **Climate Action Report 2022**, published in August/23
- ✓ Transaction of **250 million BRL in the first Sustainable-Linked Finance** operation of the CSN Mineração with Banco do Brasil aimed at environmental performance

## SOCIAL AND DIVERSITY

- ✓ **+11% Women Representation** in the CSN Mineração compared to 9M22
- ✓ Publication of the **First Impact Report by the CSN Foundation**
- ✓ **Inauguration of three Garoto Cidadão** units in Rio Acima (MG), Moeda (MG), and Belo Vale (MG)

## ESG

## WORKPLACE SAFETY AND HEALTH

- ✓ **3.600 days** running with zero fatalities
- ✓ **-76% in the number of days lost** due to accidents involving own employees.
- ✓ **-67% in the Accident Severity Rate** (own and third parties) compared to 9M22.
- ✓ **-16% in the Accident Frequency Rate** (LIT + Non-LIT- own and third parties) compared to 9M22.
- ✓ **-13% in the number of accidents** with and without leave (own and third parties).

## ENVIRONMENTAL MANAGEMENT

- ✓ **-7% in CO<sub>2</sub> emissions** per ton of ore compared to 9M22.
- ✓ **Completion of the critical habitat study** aligned with the guidelines of the International Finance Corporation (IFC).
- ✓ Kickoff of the **Climate Vulnerability Study** for the assessment and detailed quantification of physical risks in different climatic scenarios for all units of CMIN.
- ✓ **Air quality classified as 'good'** in **97%** of the monitoring conducted during the period.



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