# **ROADSHOW PRESENTATION**



1Q 2024

May, 2024



#### **Disclaimer**

#### **Forward-Looking Statements**

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#### Non-GAAP/Alternative Performance Measures

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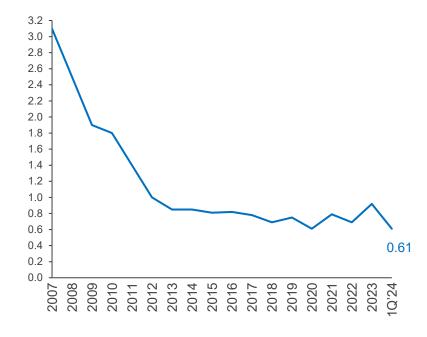
### Determined to reach zero harm

Company-wide audit of safety practices by dss+ is ongoing with key recommendations to be published in September 2024 once complete. Progress as at the end of March 2024 includes:

- 30% Fatality Prevention Standards (FPS) audit are complete of sites above 150 FTE (employees and contractors). Audits cover the 3 main occupational risks (injured by a machine that was not properly isolated or turned off, crushed by vehicle or moving machine, and falling from height) leading to serious injuries and fatalities
- 47% of process safety risk management assessments complete. dss+ will observe and assess our CTO led assessments of the highest priority countries and assets
- 83% of interviews held as part of top-to-bottom health and safety governance review. dss+ will assess all health and safety systems, processes, structures and capabilities; governance and assurance processes; and systems and data management

1Q'24 Health & Safety results: LTIFR1 of 0.61 for 1Q'24

### Group lost time injuries frequency rate<sup>1</sup>





# Key highlights of the 1Q 2024

- \$2.0bn EBITDA<sup>1</sup>
- \$0.9bn net income
- \$4.8bn net debt
- \$10.8bn liquidity
- \$1.16 EPS
- \$67/sh book value

## Organic growth: \$1.8bn uplift in EBITDA potential by end 2026<sup>2</sup>

1Q'24 capex of \$1.2bn includes \$0.4bn on strategic growth; projects to be completed near term include Vega and India Renewables Developing pipeline of further strategic growth projects, with a focus on North America

#### Asset Portfolio: high-grading continues

Sale of Erdemir stake (\$0.2bn) follows sale of KAZ operations in 4Q'23; Agreed purchase of 28% stake in Vallourec for ~\$1.1bn → Premium, high margin, cash generative business in a focus geography (Americas)

Decarbonization: capital efficient strategy focussed on an acceptable return on required investment

Progressing the engineering of our DRI/EAF decarbonization projects and securing cost-competitive input factors

Portfolio of XCarb® products continues to lead the market – widest product offering; sales volumes to double in 2024

#### Shareholder returns: Building a track record of consistent returns

Repurchased a further 22.5m shares in 1Q'24 (\$0.6bn) bringing total equity repurchased to 35% since Sept 2020 Dividend of \$0.50/sh approved by shareholders: +67% increase in 3 years, reflecting confidence in higher earnings power

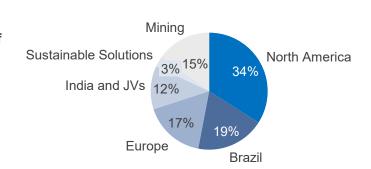


# Sequentially improved results

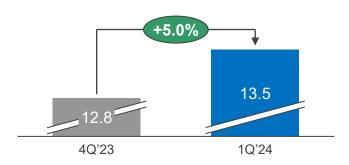
- Shipment volumes recovered following the end of destocking which negatively impacted 4Q'23; however, shipments remain well below capacity (Europe & Argentina); real demand remains weak in Europe
- EBITDA/t increased by +\$35/t to \$145/t in 1Q'24 vs 4Q'23, reflecting improved activity levels and higher selling prices, somewhat offset by higher raw material costs

#### EBITDA split by segment (1Q'24)

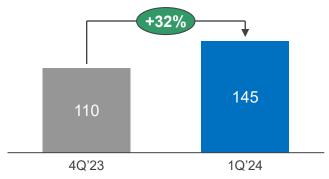
EBITDA now includes share of JV & Associate net income



# 4Q'23 vs. 1Q'24 scope adjusted shipments (i.e. excluding Kazakhstan) (Mt)<sup>1</sup>



#### EBITDA/t 4Q'23 vs. 1Q'24 (\$/t)

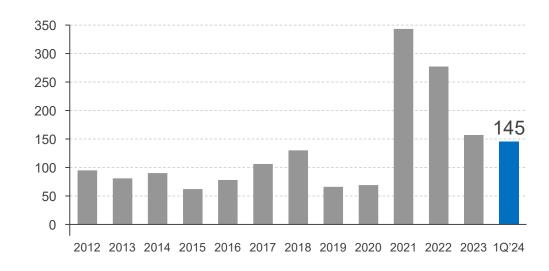




# ArcelorMittal results reflecting structural improvement

- Despite the weak economic backdrop, and specific challenges faced by the Europe and ACIS operations in 2H'23, the Group profitability is higher than historical average levels, demonstrating the benefits of our strengthened asset portfolio in recent periods
- Strengthened asset portfolio and improvements made to the cost base supporting higher per ton profitability

#### EBITDA(\$/t)1

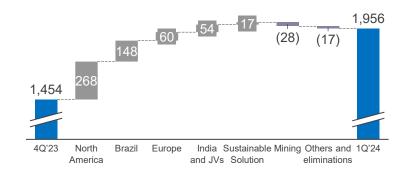




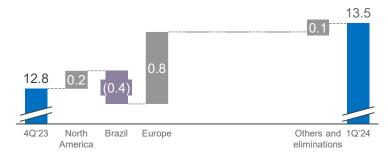
# Higher EBITDA reflects price-cost expansion (N America) and higher shipment volumes

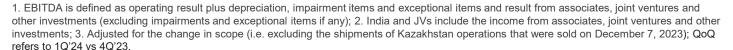
- EBITDA<sup>1</sup> now includes share of JV & Associate net income
- North America: EBITDA up QoQ → Positive price-cost effect (PCE) and higher steel shipments
- Brazil: EBITDA up QoQ → Positive PCE offset in part by lower steel shipments
- Europe: EBITDA up QoQ → Higher steel shipments offset in part by higher costs
- India and JVs<sup>2</sup>: higher contribution
  - India performance weakened due to a negative PCE (incl. lower impact from natural gas hedges) offset in part by higher shipments
  - Calvert performance improved due to higher ASP with improved mix (including auto)
- Sustainable Solutions: EBITDA up QoQ→ improved margins in the Projects business and higher activity levels in Distribution & Service Centers, offset in part by a seasonally weaker Construction business
- Mining: EBITDA down QoQ primarily due to lower iron ore reference prices (-3.8%) and higher freight costs offset in part by higher iron ore shipments (despite Liberia rail not operating at capacity)

#### EBITDA bridge between 4Q'23 and 1Q'24 (\$m)



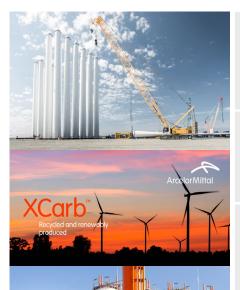
#### Scope adjusted steel shipments (excl. Kaz³) (Mt)







# Leveraging strengths to lead the market in low-emissions steel solutions



#### Strengths & advantages:

- Existing EAF footprint → 36 EAFs in the group (including JVs)
- Existing DRI capabilities → we are the world's largest DRI producer
- Innovation → R&D capabilities supporting "smart carbon" steel making technologies; announced plans to build industrial-scale direct electrolysis plant (Volteron™)
- Diverse operations → unique scale provides access to options and opportunities

#### Securing resources:

- 1700MW renewable energy projects; Argentina (130MW), India (1GW; completion 1H'24) and Brazil (554MW; completion 2025)
- Three scrap recycling businesses acquired in UK/Europe with combined collection capacity of ~1.0Mt
- Accessing high quality DRI through acquisition of Texas HBI and organic investments (Canada DRI pellet conversion project, Serra Azul pellet feed)

#### A strong market presence:

- · XCarb® products gaining an established market presence
- Our range of low-carbon emissions solutions is being adopted by customers across many end use segments. Most recent examples include
  - > Vestas: XCarb® recycled and renewably produced heavy plate steel to an offshore wind farm, Poland
  - > Schneider Electric: XCarb® recycled and renewably produced steel for its electrical cabinets and enclosures

#### **Decarbonization projects progressing:**

- DRI/ EAF projects across Europe and Canada progressing through FEED:
  - Contract signed with industrial engineering company for the new EAF in Gijon (Spain);
  - Letter of Intent signed with EDF for long-term supply of low-carbon electricity to support our project at Dunkirk (France); subject to final approvals of DRI/EAF projects
- Carbon Capture and Usage, Ghent: 1st industrial production of ethanol and bio-coal (from waste-wood) successfully
  used in the blast furnace

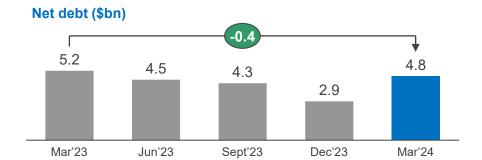
A capital efficient strategy focussed on cost position, ensuring long-term competitiveness and an acceptable return on the capital to be invested



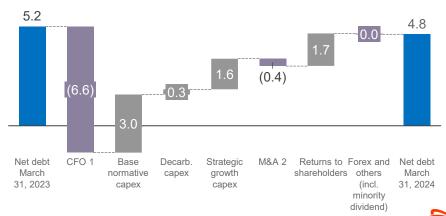
# **Balance sheet & capital allocation**

## Balance sheet strength supports consistent investment and returns

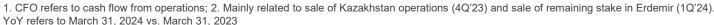
- Net debt increased to \$4.8bn at the end of March 31, 2024
- This increase was driven by a seasonal working capital investment of \$1.7bn and share buybacks of \$0.6bn
- Due to the seasonality of working capital needs, the Company believes that a YoY comparison of net debt is more useful
- Over the past 12 months net debt has declined by \$0.4bn despite strategic growth capex investments of \$1.6bn and returns to shareholders totalling \$1.7bn (dividends and share buy backs) → This highlights the strong underlying cash generating capacity of the business
- Liquidity at the end of the quarter was \$10.8bn



#### Net debt movement YoY (\$bn)



ArcelorMitta

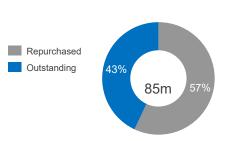


# Shareholder returns: More than 1/3 of shareholder equity repurchased since Sept'20

#### Implementation of clearly defined capital return policy:

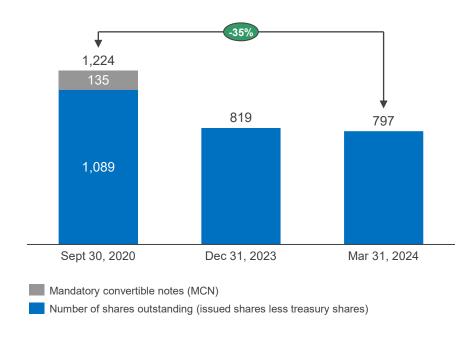
- \$0.50/share base dividend to be paid in 2 equal instalments in June and December 2024
- Company's capital return policy defines that a minimum 50% of post-dividend annual FCF is returned to shareholders through buybacks
- 35% reduction in the number of fully diluted shares outstanding since Sept 30, 2020, at average price of €24.39

#### **Current share buy back program:**



Company repurchased 22.5m shares during 1Q'24; repurchased 48.8m shares to date from the current 85m share buy back program

#### Diluted no. of shares (outstanding<sup>1</sup> & MCN) (millions)





# Growth

# What is driving ArcelorMittal's future growth?

Population growth
Driven by emerging markets



Energy transition
Steel is a vital enabler



Improving living standards

Driven by emerging markets



Supply chain security

Driven by all markets



New mobility systems

Driven by all markets



Circular economy
Steel is recycled many times
over



300Mt (+35%)

Ex-China steel demand growth over next decade

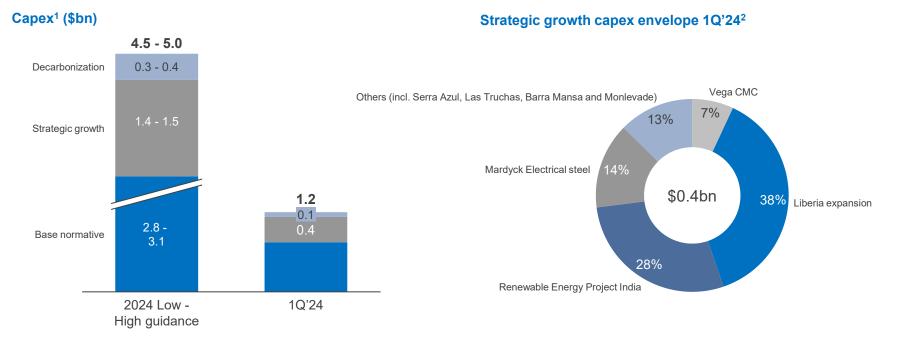
+100Mt (100%) India

30% growth in Brazil demand 15% growth in Europe and US



# Capex<sup>1</sup> in 2024 to continue to fund strategic growth and decarbonization

- 1Q'24 capex is inline with the FY 2024 capex guidance in the range of \$4.5bn-\$5.0bn
- >30% of capex is being spent on strategic growth capex





1. For further disclosure on the Companies alignment on EU Taxonomy please review the Integrated annual review published on the group website: <a href="https://annualreview2023.arcelormittal.com">https://annualreview2023.arcelormittal.com</a>; Capex refers to purchase of property, plant and equipment and intangibles; 2. Pie chart excludes growth capex at AMNS India and Calvert.

# Growth: organic investment to support \$1.8bn structural EBITDA growth by end 2026<sup>1</sup>

#### 11 strategic projects currently underway to achieve \$1.8bn1 additional EBITDA potential

#### 2H 2021

- ✓ Mexico HSM: Increase finishing capacity by 2.5Mt; expected EBITDA benefit of \$250m at normalized prices
- Currently operating at >65% of capacity but already delivering the anticipated EBITDA impact

#### 1H 2024

- Vega (Brazil): Increase coated / CRC capacity (700kt CRC) to improve mix; Capex of \$0.4bn; expected completion 1H'24: \$100m EBITDA
- 1GW renewables project in India: Combining solar and wind Capex \$0.7bn; EBITDA benefit of \$0.1bn (including our share of the net income benefit to AMNS India JV)

#### 2H 2024

- Calvert EAF (US)
- Serra Azul (Brazil)
- Electrical Steels (France)<sup>2</sup>
- Barra Mansa (Brazil)
- Liberia Phase 2 (first concentrate)

#### 2025

- Las Truchas iron ore (Mexico)
- Liberia Phase 2 (full concentrator capacity)

#### 2026

- AMNS India capacity expansion to 15Mtpa
- Gijon EAF (Spain)
- Monlevade expansion (Brazil)

#### Other projects under development include:

- ArcelorMittal Texas: Plans under development to double capacity and add CCS capability → low cost, ultra-low carbon metallics
- Calvert (US): Option to add a second 1.5Mt EAF at lower capex intensity
- Electrical steels US (Calvert, Alabama): 150kt NGO electrical steels for automotive; government support confirmed; engineering studies underway
- India further expansion: Hazira to >20Mt and Greenfield on East Coast of India
- Liberia further expansion to 30Mt



# Plans under development to capitalize on the opportunities in the USMCA



Corpus Christi, Texas - 2Mt HBI capacity connected to low cost nat gas

#### ArcelorMittal Texas - plans to double capacity

- Plant hit production records in 2023
- Plans under development to double HBI capacity and add CCS capability → low cost, ultra-low carbon metallics



Calvert - State of the art 5.3Mt finishing facility

#### Calvert - plans to double EAF capacity

- 1.5Mt EAF under construction, due for completion 2H'24
- Option to add a second 1.5Mt EAF at lower capex intensity
- Plan developed for Electrical steel



Mexico – 2.5Mt of DRI-EAF based flat production

#### Mexico - HSM utilization to increase

Capacity utilization to increase in 2024



Mines Canada producing 25Mt of high quality iron ore concentrate

#### AMMC to supply our requirements for DRI units

- Converting BF pellet production to reach 10Mt/y DRI pellets capacity early 2026
- To supply needs at Canada and Texas operations and potential to export to Europe



Dofasco, Canada, 4.5Mt of highest quality flat steel capacity

#### **Dofasco transitioning to DRI-EAF**

Dofasco transition to DRI-EAF steel advancing through FEED

The US (and the broader USMCA) is a strategic growth focus for ArcelorMittal

ArcelorMittal is a key supplier to critical domestic industry, including automotive, and is well positioned to capture the anticipated growth in domestic steel demand

Growth and investment are being supported by favourable domestic policy which promotes domestic industry and competitiveness of domestic manufacturing



# Vallourec stake increases exposure to value-added downstream in Americas

ArcelorMittal has agreed to acquire a 28% stake in Vallourec for ~\$1.1bn

- Strategic rationale: Vertically integrated assets supplying premium downstream products in a focus geography (80% of EBITDA in Americas); Vallourec's strategic emphasis on the growing market of energy transition solutions; high margin and strong FCF business
- Timing: opportunity to acquire a significant stake at zero premium to market
- Future: Transaction closing is subject to regulatory approvals and currently expected in 2H'24

**ArcelorMittal tubular activity:** c.1.7Mt across several locations across Europe, Canada, US and Mexico and 1 facility in Saudi Arabia (JV)

**Vallourec assets**: mainly based in North America (49% of sales in 2023), South America (18% of sales), Middle East (13% of sales), Europe (9% of sales) Asia and rest of the world (11% of sales)



# A global leader serving four markets



#### OIL & GAS

Tubes, connections and services for development of oil and gas fields



#### INDUSTRY

Lightweight and resistant tubes for automotive, agribusiness, construction, mechanicals, etc.



#### **ENERGY TRANSITION**

Tubes, connections and systems for hydrogen, carbon capture, and geothermal markets



#### **IRON ORE**

Operation of an iron ore mine in Brazil for external and internal use



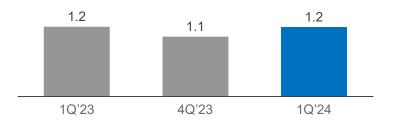
# **Calvert: 1.5Mt EAF project progressing**

#### Construction of new 1.5Mt EAF & caster

- JV to invest c.\$1bn for an on-site steelmaking facility (produce slabs for the existing operations, replacing part of purchased slabs)
- Project completion expected 2H'24
- Secures a reliable slab supply (USMCA compliant) → On-demand casting to meet customer orders within competitive lead times
- Plan includes option to add further capacity at lower capex intensity



#### Hot strip mill production (Mt)







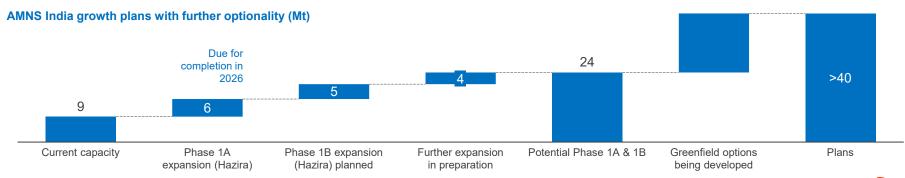
# India & JVs: An important and exciting growth vector for the Company

Growth: Phase 1A \$7.4bn¹ expansion capex, increase value add and leverage infrastructure → Investments expected to increase EBITDA capacity by 2.5X

- Downstream facilities advancing → supply growing auto demand
  - CGL4 commissioned in 4Q'23 → launch Magnelis product (renewables and solar product market); 500Kt HAV premium product (1/2 Magnelis)
  - CRM2 complex to be commissioned end of 2024: 2Mt PLTCM → 1Mt CALGAL line, 0.5Mt Auto galv. line and 0.5Mt to substrate CGL4 production
- Phase 1A Hazira expansion to ~15Mt capacity on track by end 2026
- Phase 1B Hazira capacity expansion to 20Mt planned; plans for expansion to 24Mt (including 1.5Mt Long product capacity) under preparation

#### Options for future greenfield growth:

- Paradeep: 7Mt long product facility (Environmental Clearance application made and Terms of Reference received)
- Kendrapara: 14Mt greenfield flat project facility (Environmental Clearance application made, Terms of Reference under process)





# AMNS India solid performance: On track to double capacity to 15Mt by end of 2026

#### India is the fastest growing major steel market:

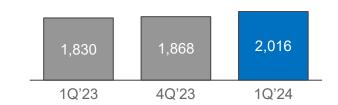
- Significant steel demand per capita over the last two decades driven by Government expenditure and steady economic growth
- Per-capita steel consumption of 81kgs lower than global average of ~230kgs indicating significant room for growth
- India steel demand to double by 2032 from 2022 levels (110Mt to >200Mt)

#### AMNS India positioned to capture the growth in steel demand:

- Established premium supplier of high-quality steel
- Enhanced profitability → higher earnings from growing core asset base (steel, mining), supplemented with contribution from stable ancillary assets
- Strong cashflow: able to consistently generate significant FCF

**Performance:** EBITDA during 1Q'24 declined by -37.5% to \$312m vs \$499m in 4Q '23, driven by a negative price-cost effect including a lower impact from natural gas hedges, offset in part by higher shipments

#### **Steel shipments (Kt)**



#### **EBITDA (\$ Millions)**





# Sustainable Solutions – growing niche businesses in support of a decarbonized world

#### **Construction solutions:**

- Inspiring the construction sector to build in smarter ways to deliver outstanding performance and reduce the carbon footprint of buildings.
- Product offerings include sandwich panels (e.g. insulation), profiles, turnkey pre-fabrication solutions, etc.





#### **Projects:**

- Providing high-quality & sustainable steel solutions for energy projects
- Supporting offshore wind, energy transition and onshore construction
- Product range includes plates, pipes & tubes, wire ropes, reinforced steels





#### Industeel:

- EAF based capacity: High quality steel grades designed to meet demanding customer specifications (e.g. XCarb<sup>®</sup> for wind turbines)
- Supplying wide range of industries; energy, chemicals, mechanical engineering, machinery, infrastructure, defence & security





Niche businesses providing vital added-value support to growing sustainable related applications from a low-carbon, capital light asset base

#### EBITDA targeted to double over the next 5 years

#### Renewables:

- ArcelorMittal is investing in renewable energy projects, a vital decarbonization resource
- 1GW wind + solar project in India, due to be commissioned in 1H 2024





#### **Metallics:**

- ArcelorMittal is investing and developing its scrap recycling and collection capabilities
- Company established ~1.0Mt of steel scrap processing capacity through acquisitions in UK, Germany and Netherlands





#### **Distribution & service centers**

- European leading steel services processor including slitting, cut-tolength, multi blanking, and press blanking
- Operates through an extensive network
- · Provide tailor made solutions
- Increasingly low carbon emissions distribution through use of EV Trucks





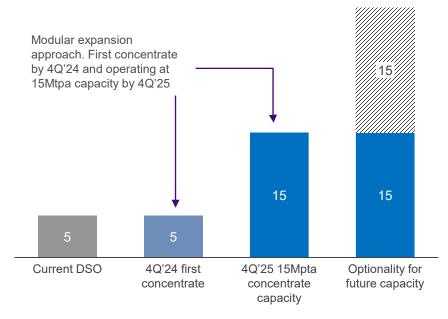


# Liberia project to maximize resource potential; first concentrate due end 2024

#### **Expansion to 15Mtpa<sup>1</sup> is progressing:**

- Scope: Plan for a longer-term high grade mining operation with an extended mine life producing 65% grade product
- Progress: Deliveries of key equipment, structure and concentrator / material handling systems construction is progressing as per plan
- Project capex of \$1.4bn → Reflects redesign of the 15Mtpa concentrator project to optimize the ore body (upgraded civil works and additional equipment together with expanded non-production infrastructure and a backup power plant)
- Optionality: Large resource supports a potential future increase in capacity → a plan for the phased development of up to 30Mtpa capacity is being studied (including part or full DRI quality concentrate production)
- Target: First concentrate estimated in 4Q 2024 (full completion is expected 4Q 2025); project estimated to add ~\$350m of EBITDA on full completion and post ramp up to 15Mtpa rate

#### **Capacity expansion profile (Mt)**

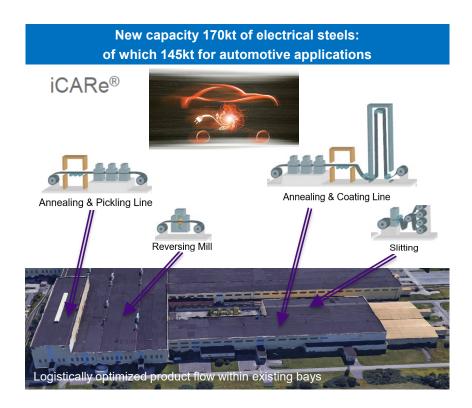




# New 170kt Electrical Steels capacity project in France (Mardyck)

# Reinforcing ArcelorMittal's leadership in automotive sector; accompanying our customers in the fast development of emobility

- E-mobility is developing rapidly in Europe, pushed by EU CO2 emissions regulation:
  - Switch to electric vehicles is accelerating
  - Fast growing demand of electrical steel grades
- Mardyck (Northern France) is very close and optimally connected to the European OEMs
- Building a complete and state-of-art streamlined operation from HRC to finished products based on R&D innovation and will incorporate all the latest advanced digital/Al tools
  - Phase 1: Preparation line, annealing and coating line; slitting lines and utilities
  - Phase 2: Annealing and pickling line; reversible mill
  - Ramp-up is expected from 2H 2024, for deliveries to automotive market as of 2025
- Total capex of ~\$0.5bn, with a potential to add \$100m in EBITDA





# Smarter steels for people and planet



Building sustainable long term value



# **Appendix**

MACRO & OUTLOOK | page 27

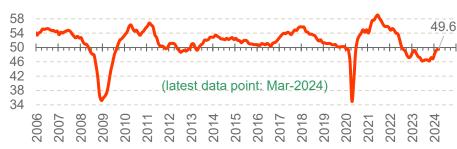
FINANCIAL PERFORMANCE | page 30

# Macro & outlook

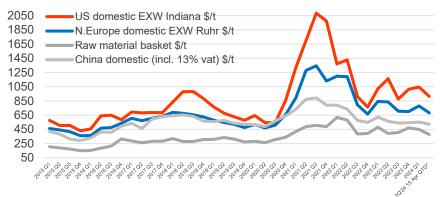
#### Destock ended but customers in "wait and see" mode

- Following the end of destocking, apparent demand improved in 1Q'24 but reflects a generally lacklustre economic backdrop
- No signs of restocking yet as customers remain in a "wait and see" mode
- Sentiment has reached a floor, and volume-weighted PMIs are now approaching expansion
- Low inventory environment (particularly in Europe) sets the foundation for a rebound in apparent demand as soon as real demand improves
- From unsustainably low levels in 4Q'23, European steel spreads have somewhat normalized; US prices have been volatile (reflecting low inventory) but showing signs of stabilization recently
- China's domestic margins remain unsustainably low → excess production is leading to high (and rising) steel exports, which remain an unfair challenge to the global steel industry

#### ArcelorMittal weighted PMI<sup>1</sup> chart



#### US, Euro and Chinese HRC prices and the RM basket \$/t

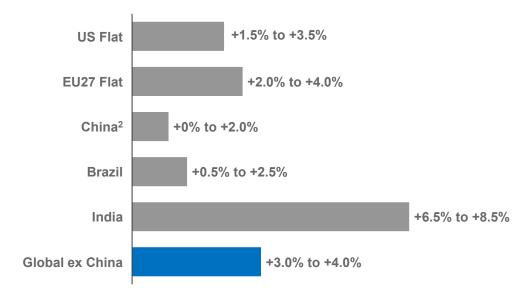




## 2024 constructive outlook

• **Demand:** World ex-China ASC is expected to recover in 2024 by +3.0% to +4.0% as compared to 2023 → to support shipment growth in 2024 YoY

#### Forecast ASC<sup>1</sup> demand outlook (2024F vs. 2023)

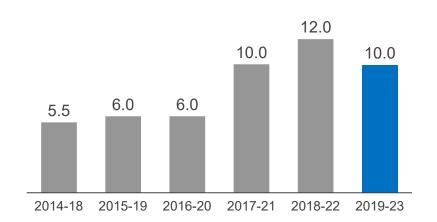




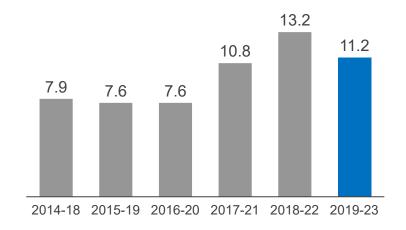
# **Financial performance**

# Sustainably higher returns through the cycle

ROE<sup>1,2</sup> (Rolling 5 year ex. worst/best years) %



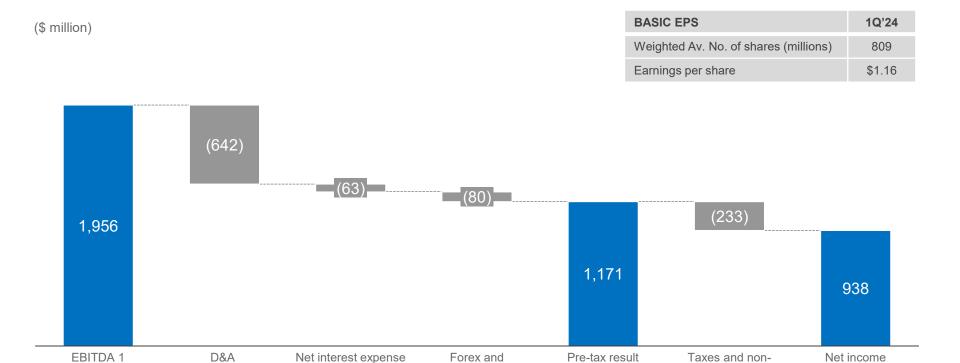
#### ROCE<sup>1,3</sup> (Rolling 5 year ex. worst/best years) %



<sup>1.</sup> Excluding exceptional items, impact on disposal of Kazakhstan operations, impairment items and impairments of associates, JVs and other investments. Every 5-year cycle we remove the best and worst year and take an average ROCE/ROE of the remaining 3 years; 2. ROE refers to "Return on Equity" which is calculated as trailing twelve-month adjusted net income (see footnote 1) attributable to equity holders of the parent divided by the average equity attributable to the equity holders of the parent over the period; 3. ROCE is defined as the adjusted operating income plus income from associates, JVs and other investments (excluding impairments, if any) minus income taxes divided by the average equity plus net debt for the period.



## 1Q'24 EBITDA to net result



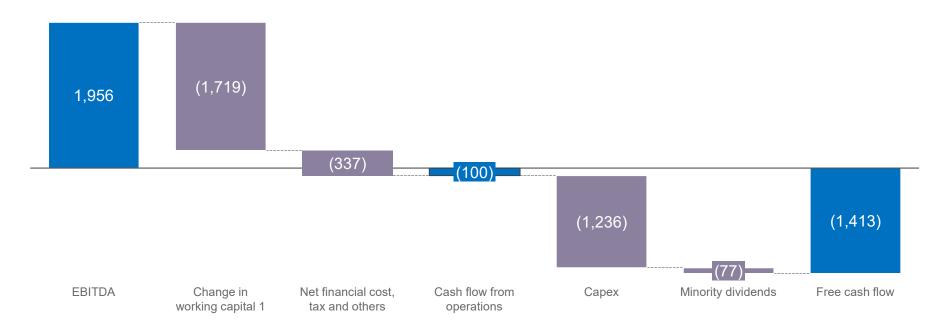


controlling interests

other fin. result

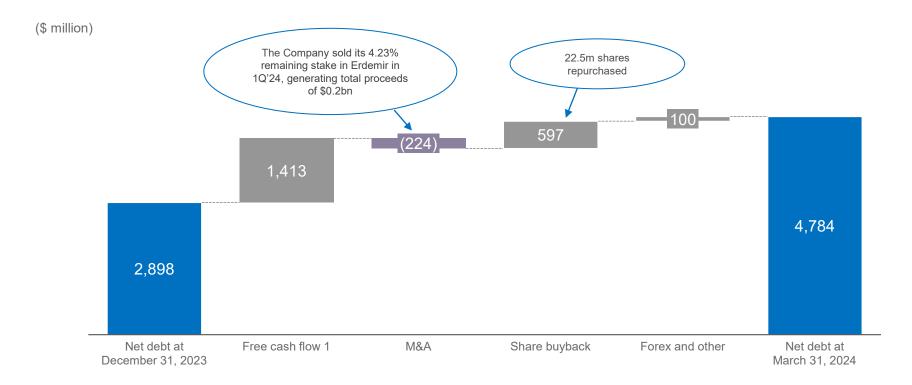
## 1Q'24 EBITDA to free cash flow

(\$ million)





# 1Q'24 Net debt analysis





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