

Corporate Presentation

January 2025



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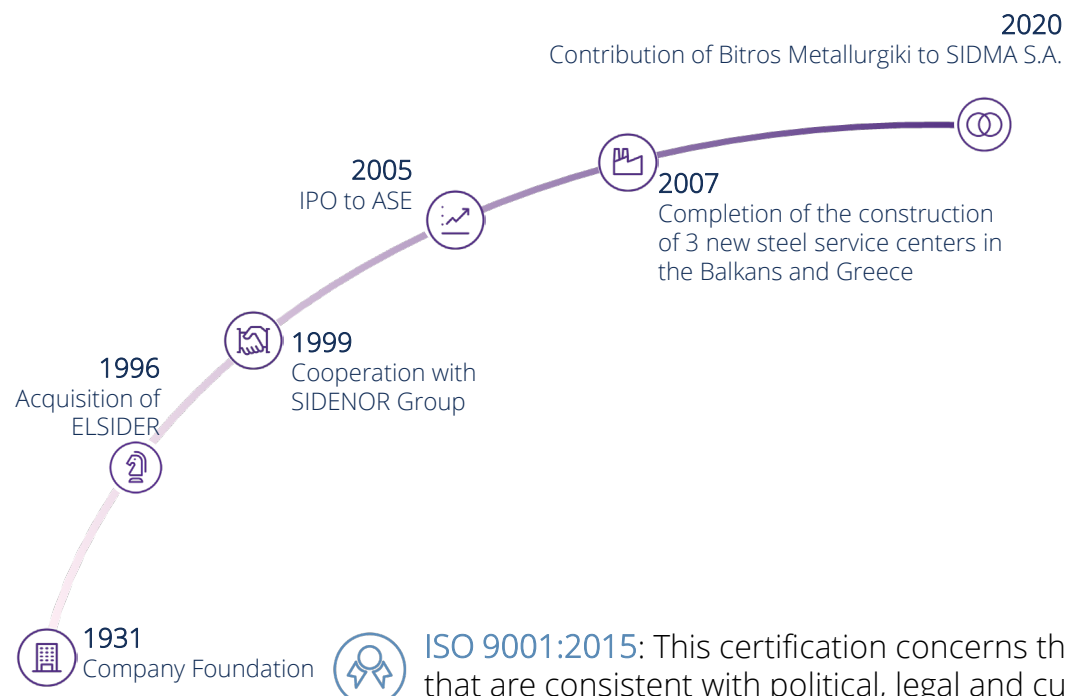


General Information - Shareholders

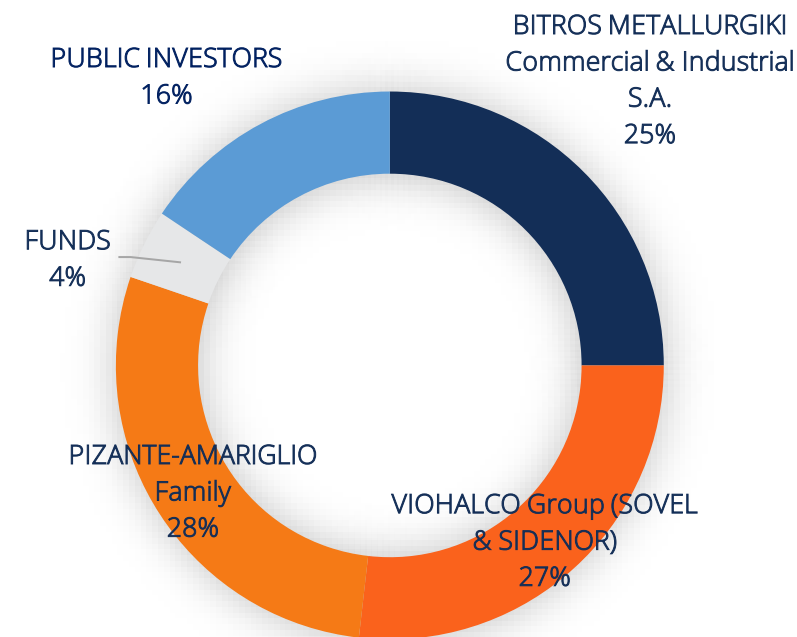


SIDMA Steel is active in the trade and industrial processing of steel products and operates integrated service and steel processing centers in Athens, Thessaloniki and Sofia. At the same time, it is active in the design, production and marketing of building polyurethane panels in the Lamia Industrial Estate.

History Milestones



Shareholders

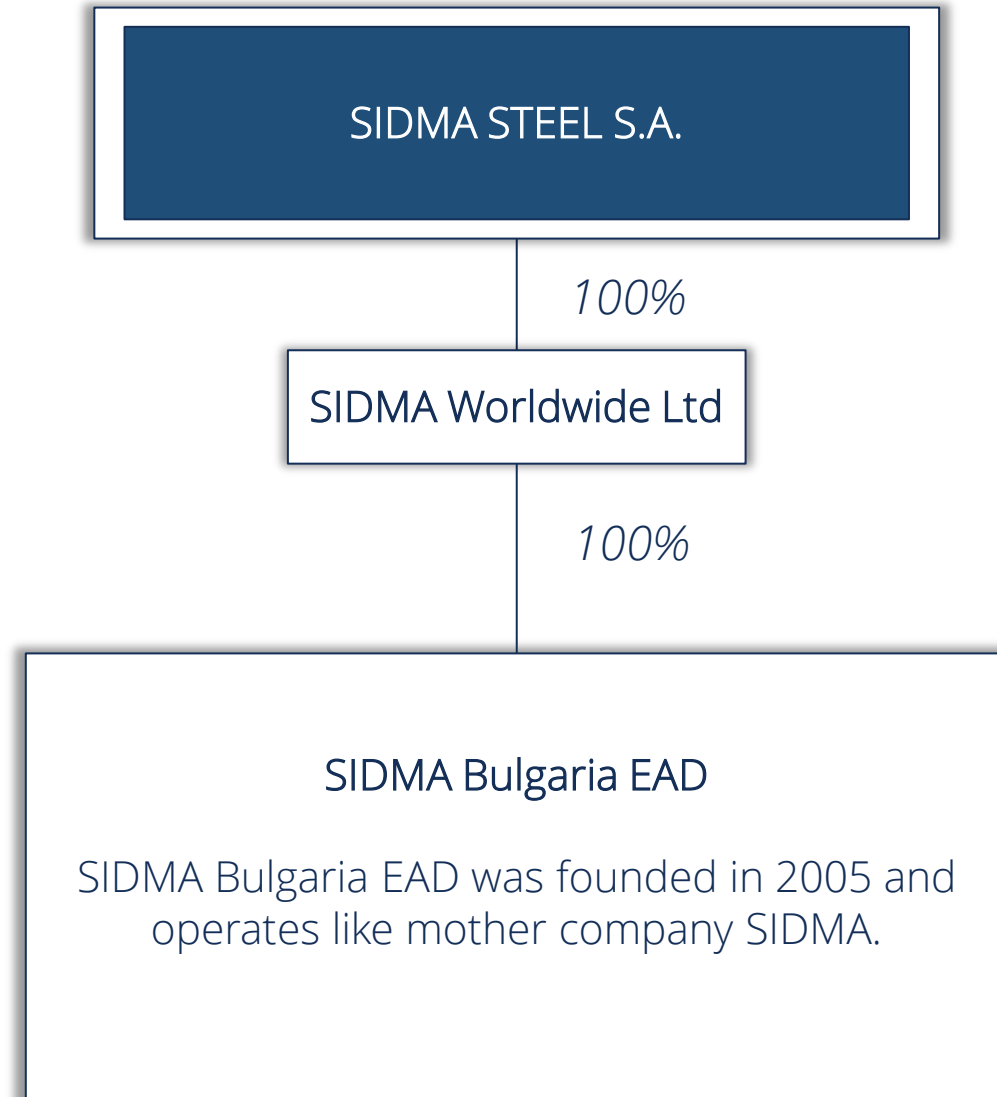


ISO 9001:2015: This certification concerns the quality assurance of the services and products offered that are consistent with political, legal and customer requirements.



ISO 45001:2018: This certification concerns the health and safety operation of the Company, based on which, the risks related to the working environment are minimized.

Group Structure



Local Premises & Abroad



	ASPROPYRGOS
AREA	35.000 m ²
COVERED AREA	13.500 m ²
MECHANICAL EQUIPEMENT	Shotblasting Machine/ CNC Lased & Bed for Metal Cutting/Saw
PRODUCTION CAPACITY	35.000 M.T.
SALES	60% of total sales of the Company

	THESALONIKI
AREA	53.000 m ²
COVERED AREA	20.000 m ²
MECHANICAL EQUIPEMENT	Slitting and Cut-to-length lines
PRODUCTION CAPACITY	100.000 M.T.
SALES	30 % of total sales of the Company

	LAMIA
AREA	43.000 m ²
COVERED AREA	10.500 m ²
MECHANICAL EQUIPEMENT	Production Facilities of Polyurethane Panel)
PRODUCTION CAPACITY	2.000.000 m ²
SALES	10 % of total sales of the Company

	Bulgaria
AREA	35.000 m ²
COVERED AREA	9.000 m ²
MECHANICAL EQUIPEMENT	Slitting and Cut-to-length lines
PRODUCTION CAPACITY	100.000 M.T.
SALES	

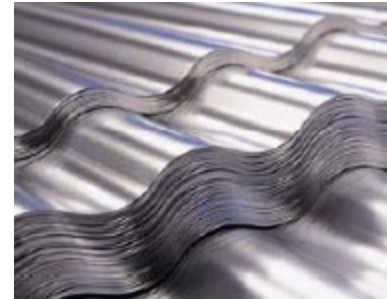
Typical Product & Services



Flat Products



Oxygen and plasma cutting



Corrugated Products



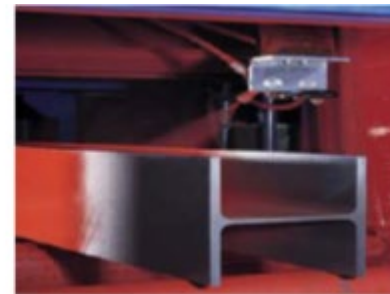
Long products



Profile Steel/ Hollow Profiles/ Tubes



Cutting to Length Bending



Blasting/ Coating



Galvanized

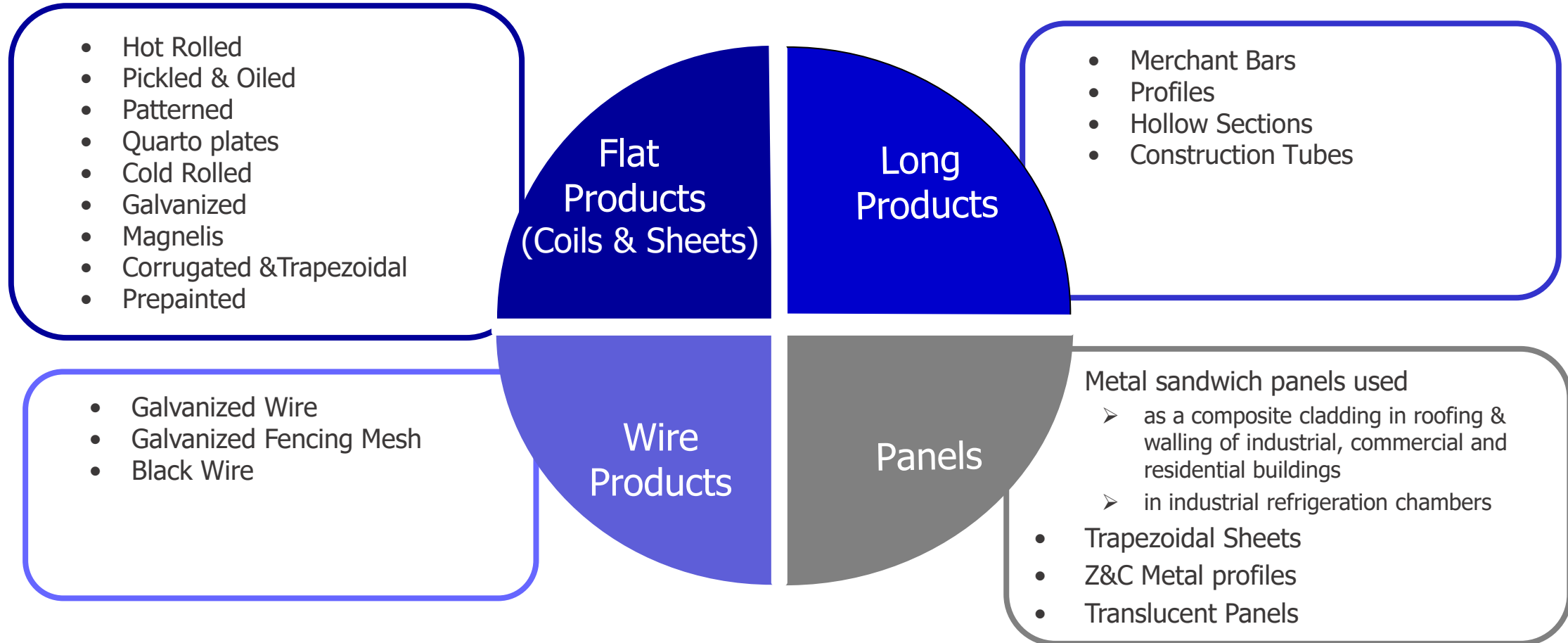
Customer Base



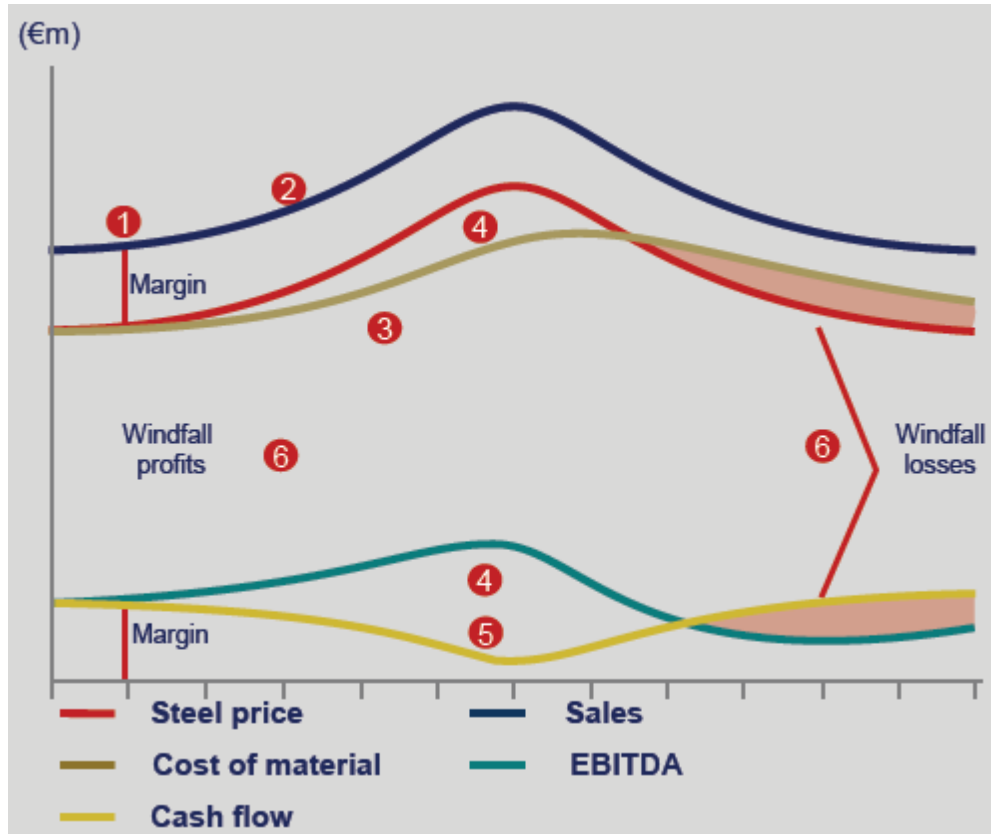
- ✓ Manufacturers and industries, utilizing steel products as raw material for their production.
- ✓ Traders of steel and related materials.
- ✓ Constructors of metallic parts.
- ✓ Construction companies and joint ventures for public and private projects.

The Company is not dependent on specific projects or markets, since there is a wide demand for its products.

Typical Product & Services

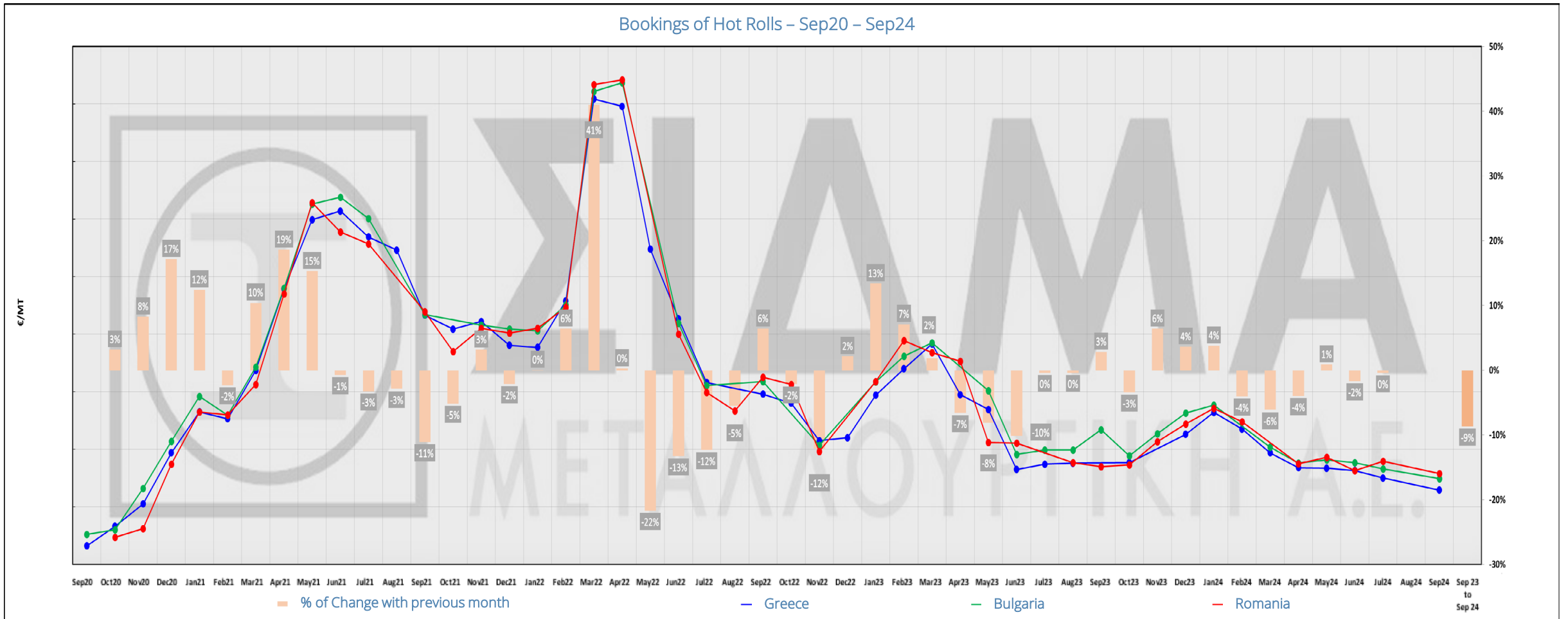


Steel Cycle & EBITDA / cash flow relationship



- 1) The Company buys and sells products at spot prices generally
- 2) Sales increase as a function of the steel price inflation environment
- 3) Cost of material are based on an average cost method for inventory and therefore lag the steel price increase
- 4) This time lag creates accounting windfall profits (windfall losses in a decreasing steel price environment) inflating (deflating) EBITDA
- 5) Assuming stable inventory volume cash flow is impacted by higher NWC needs
- 6) The windfall profits (losses) are mirrored by inventory book value increases (decreases)

Steel Price Evolution



Group Financials as of 31.12.2023– P&L



Income Statement				Comments
Category	2023 Dec	2022 Dec	Δ %	
Turnover (sales)	231.083.884	265.304.207	-12,9%	<ul style="list-style-type: none"> The decrease originates from the continuous reduction of selling prices over the longer duration of use.
Incl. Consignment sales	271.759.587	314.238.759	-13,5%	<ul style="list-style-type: none"> Consignment sales are not recorded in the account. However, the company bears the risk of collecting them.
EBITDA	4.874.469	17.750.391	-72,5%	<ul style="list-style-type: none"> The decrease stems from the reduction of the Gross Margin (%).
EBITDA Margin (%)	2,11%	6,7%	-4,6%	
Financial income	68.051	133.405	-49%	
Financial expenses	7.360.421	5.148.286	43%	<ul style="list-style-type: none"> Interest expenses from the amortization of the valuation of new loans at their fair value are not included according to IFRS 9 guidelines (€1.6 million).
Profit before tax	(4.336.408)	9.797.595	N/A	<ul style="list-style-type: none"> Extraordinary income of €1.25 million in 2023 from derivative sales and extraordinary expenses of €1.6 million related to the valuation of loans at their fair value are included.
Profit after tax	(3.927.239)	7.927.676	N/A	<ul style="list-style-type: none"> Extraordinary expenses of €1.6 million in 2023 related to the valuation of loans at their fair value are included.

Group Financials as of 31.12.2023– B&S



Balance sheet				Comments
Category	2023 Dec	2022 Dec	Δ %	
Inventories	34.418.265	44.612.742	-23%	<ul style="list-style-type: none"> Due to the decrease in the import prices of raw materials and reduced inventory levels, the average price in December 2023 was 13% lower compared to December 2022.
Receivables	59.257.597	56.342.122	5,2%	<ul style="list-style-type: none"> Deterioration of the average credit period by 3 days.
Payables	40.835.335	49.067.150	-16,8%	
Equity	16.502.161	21.866.332	-24,5%	<ul style="list-style-type: none"> Deterioration due to operating losses.
Long-term Bank Loans	54.657.368	55.660.973	-1,8%	<ul style="list-style-type: none"> Long-term loan payments as per amortization schedule.
Short-term Bank Loans	25.694.303	23.419.244	9,7%	<ul style="list-style-type: none"> Long-term loan payments & financing of working capital needs.
Net Debt to Equity	4,4 x	3,2 x	37,7%	<ul style="list-style-type: none"> Due to the increase in total debt by 4% or €2.75 million and the deterioration of equity by 25%

Risk Management

- ✓ Effective risk management is central to SIDMA's success and growth.
- ✓ Sources of risk:

Source	Action
Client Default	Credit Insurance 80% receivables are presently covered
Market Cyclicity	Keep low inventories Long term relationship with suppliers More value-added products
Market Leadership challenge	Broad sales network Diversified customer base
Liquidity	Keep DSO on the low side of the sector
Enough funds to weather the storm	Keep adequate cash reserves