

STAKEHOLDERS MAP

IQ/QP	Investments	Suppliers	People	Customers	Regulatory Bodies/ Steel Association
<ul style="list-style-type: none"> Contributing to Qatar's national growth and development policy Profitable growth (from current operations) Excellent management of the investment portfolio 	<ul style="list-style-type: none"> Bring QS value in practices, methodologies, technology, etc. Capitalize on growth opportunities Compliment in production processes and materials Reference to a leading steel manufacturer 	<ul style="list-style-type: none"> Long term contracts to ensure sustainable demand On time payments of invoices Clear two-way communication to meet delivery service level agreement of resources/material 	<ul style="list-style-type: none"> Attractive job (content, security, professional growth) Reward & recognition; competitive compensation Healthy, safe & exciting working environment Employee engagement: Challenging Job with accountability 	<ul style="list-style-type: none"> Meeting the local demand for steel products Meeting the product specifications Sustainable on time delivery and availability Reliable and efficient customer service 	<ul style="list-style-type: none"> Timely adherence to standards and norms Guiding Ministry of Commerce on steel trades, competition Participating in initiatives from Ministry of Energy, Supporting SMEs Active participation at WSA programs and act as local representative in Qatar; hosting conferences
<ul style="list-style-type: none"> One to One Meetings, Visits & Workshops AGM Board Meetings Business Visit Joint Programs & Partnerships 	<ul style="list-style-type: none"> AGM Board Meetings Visits 	<ul style="list-style-type: none"> Business Visit Conferences & Seminars Emails / Virtual meeting platform 	<ul style="list-style-type: none"> Intranet One to One Meetings & Annual Gathering Training Programmes Code of Ethics & Business Conduct 	<ul style="list-style-type: none"> One to One Meetings 	<ul style="list-style-type: none"> Joint Programs & Partnerships One to One Meetings Conferences & Seminars Audit Reports Press Releases Interviews Sponsorships
<ul style="list-style-type: none"> Industry – Academic Collaboration Build Confidence with Local Communities Recycling of By-Products Financial & Economic Growth 	<ul style="list-style-type: none"> Financial & Economic Growth 	<ul style="list-style-type: none"> Quality of Goods & Services as per Contracts 	<ul style="list-style-type: none"> Perform Quality and Productive Leadership Most Important Assets to run the business 	<ul style="list-style-type: none"> Innovative Partnerships for Sustainable Growth Profitable Business Growth 	<ul style="list-style-type: none"> To Provide Fair and Clear Competitive Trading Conditions Strongly shape reputation and promote awareness of product & operations
<ul style="list-style-type: none"> Business Opportunities Product Innovation Revenue Provide Support for Social & Local Community Development 	<ul style="list-style-type: none"> Investors Return Sustainable Growth 	<ul style="list-style-type: none"> Business Opportunities Swift Payment 	<ul style="list-style-type: none"> Providing Safe & Secure Experience 	<ul style="list-style-type: none"> Meeting local, regional and international market demands Provide Quality Products 	<ul style="list-style-type: none"> Product Innovation Economic Growth Improving brand image