

STAKEHOLDERS MAP

Shareholders IQ/QatarEnergy	Affiliates / Subsidiaries	Suppliers	Employees	Customers	Regulatory Bodies/ Steel Association /Competitors	Community (NGO's, Research Inst., Interns & others)
<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 Fare Trade Active participation at regional & global steel association programs and act as local representative in Qatar; hosting conferences 	<ul style="list-style-type: none"> Corporate Social Responsibility Clean Environment Skill development opportunities Industry – Academic Collaboration
<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 and emails One to One Meetings & Annual Gathering Training Programs Code of Ethics & Business Conduct Performance Appraisal Grievance redressal mechanisms 	<ul style="list-style-type: none"> One to One Meetings Emails/Phone calls and customer visits Customer Satisfaction surveys Exhibitions/Conferences Traders Meet 	<ul style="list-style-type: none"> Joint Programs & Partnerships One to One Meetings Conferences & Seminars Risk and Audit Reports Press Releases Interviews Sponsorships 	<ul style="list-style-type: none"> One to One Meeting Field visits and workshops Knowledge sharing
<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 On-time delivery Competitive price 	<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"> Strongly shape reputation and promote awareness of product & operations Benchmarking / knowledge sharing 	<ul style="list-style-type: none"> Build confidence
<ul style="list-style-type: none"> Business Opportunities Product Innovation Revenue & Growth 	<ul style="list-style-type: none"> Investors Return Sustainable Growth 	<ul style="list-style-type: none"> Business Opportunities Swift and timely 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 	<ul style="list-style-type: none"> Provide support for social and local community development Skill Development