



Welcome!

voestalpine AG Annual Press Conference

Vienna, June 5, 2013

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Business Year 2012/13 – Highlights

- Decrease in revenue of 4.4% due to falling raw materials prices

BUT:

- All results categories significantly improved
- Investment increased from EUR 575 to EUR 852 million (+ 48%)
- Equity over EUR 5 billion for the first time
- Debt reduced by over EUR 300 million to EUR 2.26 billion
- Gearing ratio under 45% for the first time since 2006
- Increase in dividends per share from EUR 0.80 to EUR 0.90
- Workforce levels constant despite continuing financial crisis
- Direct reduction plant in Texas (largest foreign investment) proceeding



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Business Model

From steel company to global technology and industrial goods group

- High-tech steel is the basis of the voestalpine Group, however, it processes other materials as well
- Consistent downstream strategy has transformed the Group from a classic steel company to a steel-based technology and industrial goods group
- Combination of metallurgical know-how in steel production and processing expertise leads to future-oriented technical solutions and innovative products
- Focus on strategic markets with the most demanding technological and quality requirements – mobility and energy (60% of revenue)
- Long-term partnerships with customers, suppliers, and R&D institutions are the key to innovation and perfect service
- Sustainable market, quality, technology, and earnings leadership

Number 3 in Europe in terms of revenue and market cap

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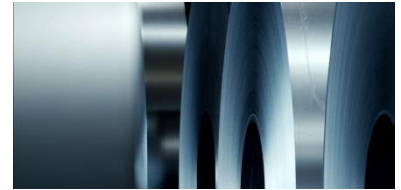
Overview of Strategy 2020

- Consistently following the path of value-added growth
- Growth focus in the segments mobility and energy (70% of total revenue), in these most technologically demanding market and product segments voestalpine is striving for a leading global position
- Expansion primarily outside Europe. In Europe consolidation of market, quality, and technology leadership
- Continued expansion of processing operations → technology and industrial goods group based on high-tech steel
- Sustainable consolidation of earnings leadership

Target revenue: EUR 20 billion

Target EBITDA margin (Ø): 14%

Target EBIT margin (Ø): 9%



Target ROCE (Ø): 15%

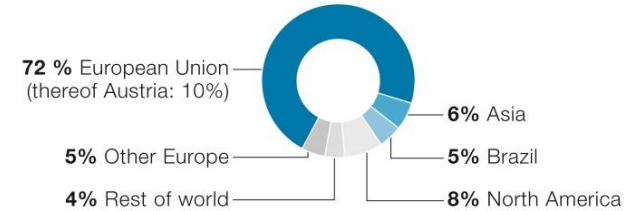
voestalpine Group Global Presence



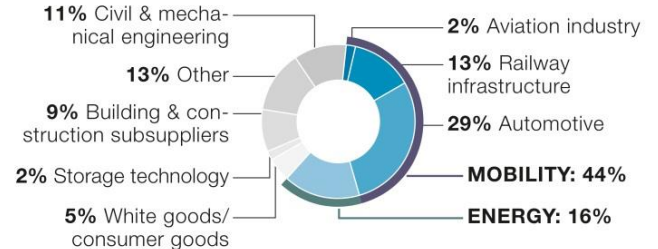
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Revenue by regions (Business year 2012/13)



Revenue by industries (Business year 2012/13)



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Business Year 2012/13 – Market Environment

- **No sustained stabilization in the worldwide economy**
 - Cooling down of the **global economy** throughout the entire business year 2012/13; stabilization in the second half of the year does **not yet indicate a trend reversal**
 - **Europe:** continuing **recessive trends** due to the crisis in Southern Europe and comprehensive austerity measures in the entire EU
 - **Upwards trend** in the **USA** and more recently in **Brazil** as opposed to **dwindling momentum in Asia** (especially China)
 - Developments in the voestalpine **customer industries reflect inconsistent global economic trends** – customers with global operations partly compensate for weaknesses in Europe through growth in other markets (especially the premium segments automobile industry, civil engineering, railway infrastructure, energy)



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Overview of Key Figures

		2011/12	2012/13	Change in%
Revenue	€m	12,058.2	11,524.4	-4.4
Operating result (EBITDA)	€m	1,301.9	1,441.8	10.7
Profit from operations (EBIT)	€m	704.2	853.6	21.2
Profit for the period	€m	413.3	521.9	26.3
Earnings per share	€	1.98	2.61	31.8
Dividend per share	€	0.80	0.90*	12.5
Employees (full-time equivalent, to March 31)		46,473	46,351	-0.3

* As proposed to the Annual General Shareholders' Meeting

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Revenue Almost Stable

- Revenue of EUR 11.52 billion fell only slightly
 - Slight drop of 4.4% compared to the previous year (EUR 12.1 billion), primarily due to lower raw materials prices being passed on to customers
 - Significant overall decreases in the price of iron ore (purchasing restraint on the part of Chinese steel industries due to global overcapacities) and of coal and coke
 - Weakening of the global economic situation



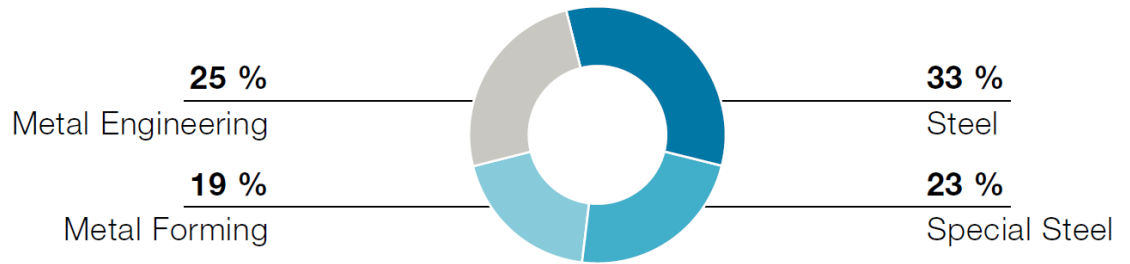
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Revenue by Division

- **Steel**
EUR 3,921.7 million 
- **Special Steel**
EUR 2,748.4 million 
- **Metal Engineering**
EUR 2,913.6 million 
- **Metal Forming**
EUR 2,310.2 million 

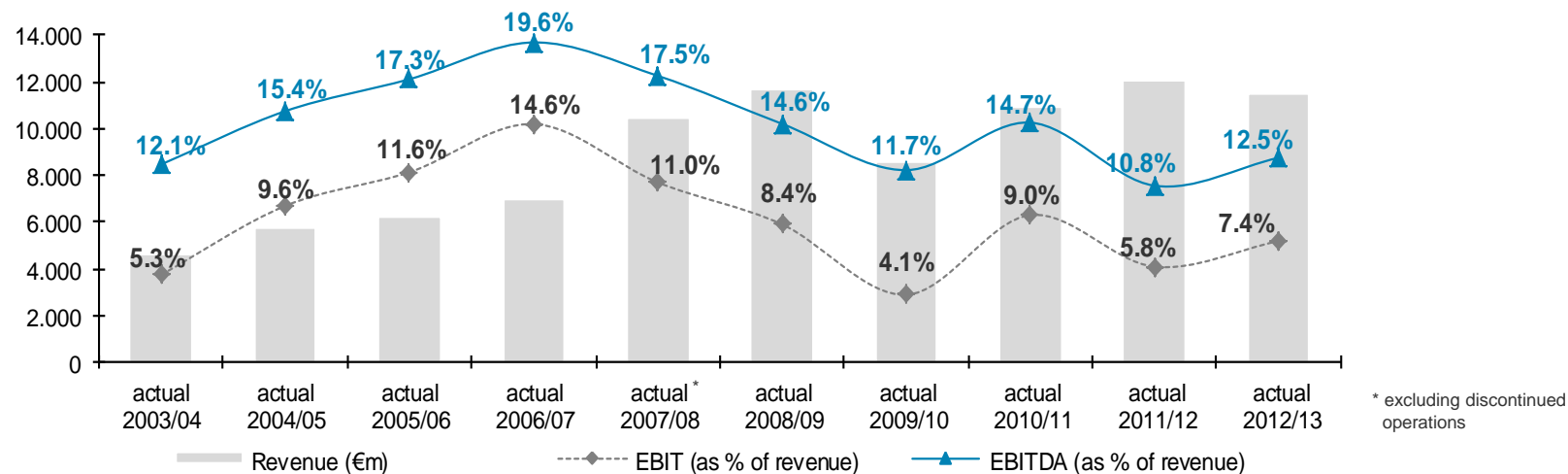
Revenue by division

As percentage of divisional revenue
business year 2012/13



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EBIT margin/EBITDA margin in %

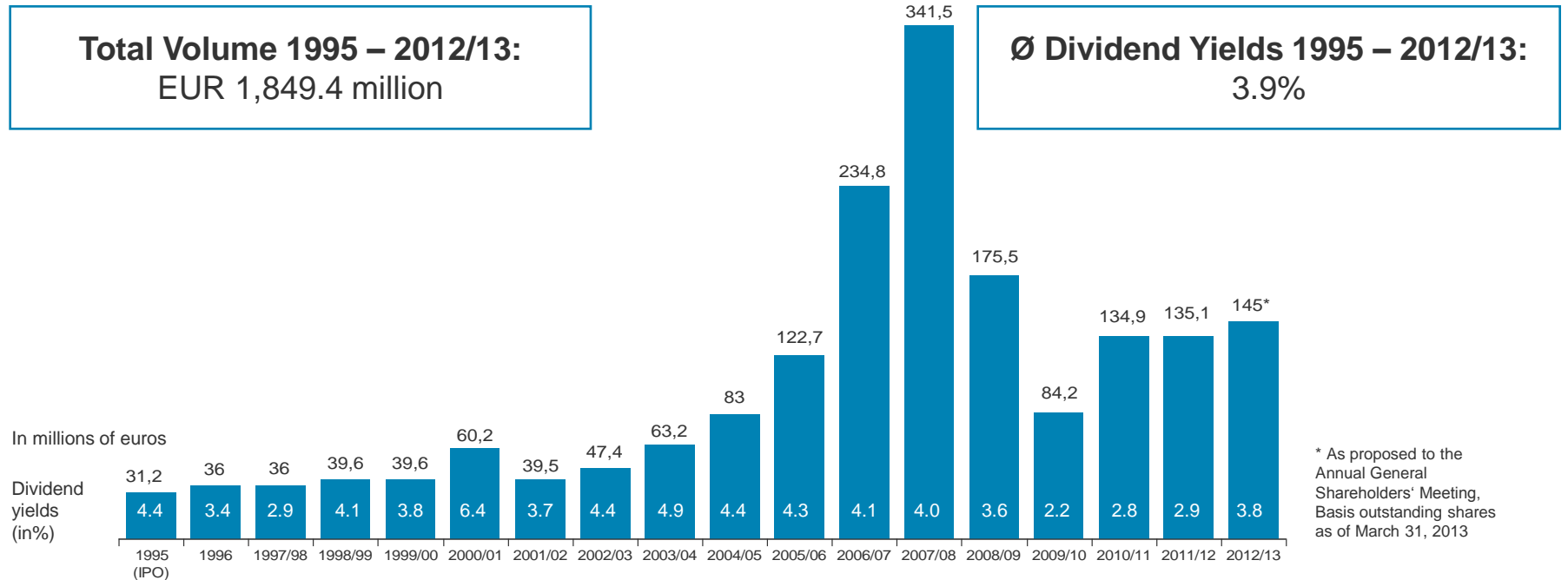


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Dividend Payments

Total Volume 1995 – 2012/13:
EUR 1,849.4 million

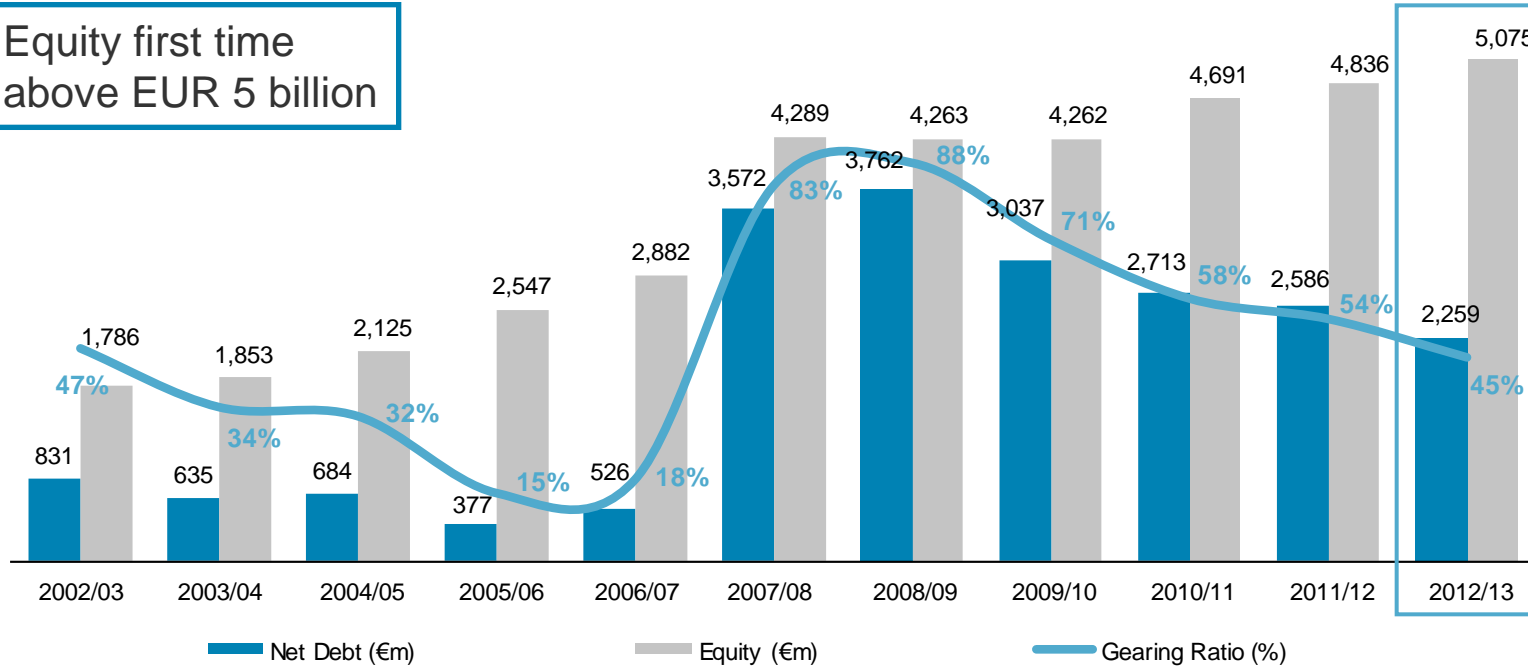
Ø Dividend Yields 1995 – 2012/13:
3.9%



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Gearing Ratio

Equity first time
above EUR 5 billion



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Direct Reduction Plant in the USA

- Start of direct reduction plant project in Corpus Christi, Texas (USA) for the production of HBI (hot briquetted iron)
- Largest foreign investment in the Group's history
- Investment volume: EUR 550 million
- Annual capacity: 2 million tons HBI
- Operational launch: End 2015



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Outlook 2013/14

- Debt crisis continues to weigh heavily on Europe
- China's upswing has slowed, sustainable recovery in the USA uncertain, Japan's monetary policies risky
- Construction and automobile industries in Europe remain under pressure, situation better in the rest of the world, but no general upward trend
- Perceptible recovery in the energy sector (production/exploration of oil and gas) expected in second half of 2013/14
- Continuing downward trend in raw materials prices (iron ore, coke, coal)
- Macroeconomic environment remains challenging, only a few positive exceptions (aviation, railway infrastructure, agricultural machinery)

EXPECTATION: Operating result (EBITDA) 2013/14 at the level of the previous year = EUR 1.45 billion





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