



voestalpine Group

Corporate Presentation
Business Year 2010/11

Corporate Identity

Vision, Positioning and Mission

- **Where we want to go (Our vision)**

We are the partner of choice worldwide for demanding product solutions involving steel and that allow our customers to stay that decisive step ahead.

- **Where we stand (Our positioning)**

voestalpine is a globally active group with a number of specialized and flexible companies that produce, process and further develop high-quality steel products. As a reliable partner to industry, voestalpine regards its customers' needs as its own.

- **What we stand for (Our mission)**

Driven by our wide-ranging expertise and our conviction that there is always a better solution, we set ourselves the daily challenge of making the seemingly impossible happen.

Corporate Identity

Our Values

- **We are mobile.**

Due to our decentralized structure we can act and react more quickly, and therefore fulfill the requirements of our customers with maximum flexibility and dynamism. We offer a faster and better solution on a shorter path.

- **We are specialized.**

As a worldwide network of independent specialists, we bring the right minds and skills to the table for each project and offer maximum experience and know-how. In a wide range of ways, we enable our customers to get a step ahead and ensure the success of our company.

- **We drive developments forward.**

Open to new things and with the curiosity of the scientific mind, our thinking is visionary and outside the envelope; imagination distinguishes our products and processes as well as our relationships with our customers. After all, nothing is so good that we can't improve it—and this is how we consistently drive developments forward.

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Overview

- voestalpine is a **globally active Group** with a number of specialized and flexible companies that produce, process and further develop high-quality steel products. The Group is represented by approximately **360 production and sales companies in more than 60 countries**.
- With its highest quality flat steel products, voestalpine is one of Europe's leading partners to the **automotive, white goods, consumer goods, and energy industries**. Furthermore, voestalpine is the world market leader in **turnout technology, tool steel, and special sections**, as well as number one in Europe in the production of **special rails**.
- The **five divisions** of the Group each occupy **leading positions** in their respective core segments.
- The voestalpine Group generated **revenues of EUR 11 billion** in the business year 2010/11 and has just under **41,000 employees** worldwide.

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Leading Position in the Core Segments



Steel

Special Steel

Railway Systems

Profilform

Automotive

Top European player

Global leadership

Global leadership

Global leadership

Top European player

Top 3 European supplier of high quality sheet and heavy plate for most demanding applications.

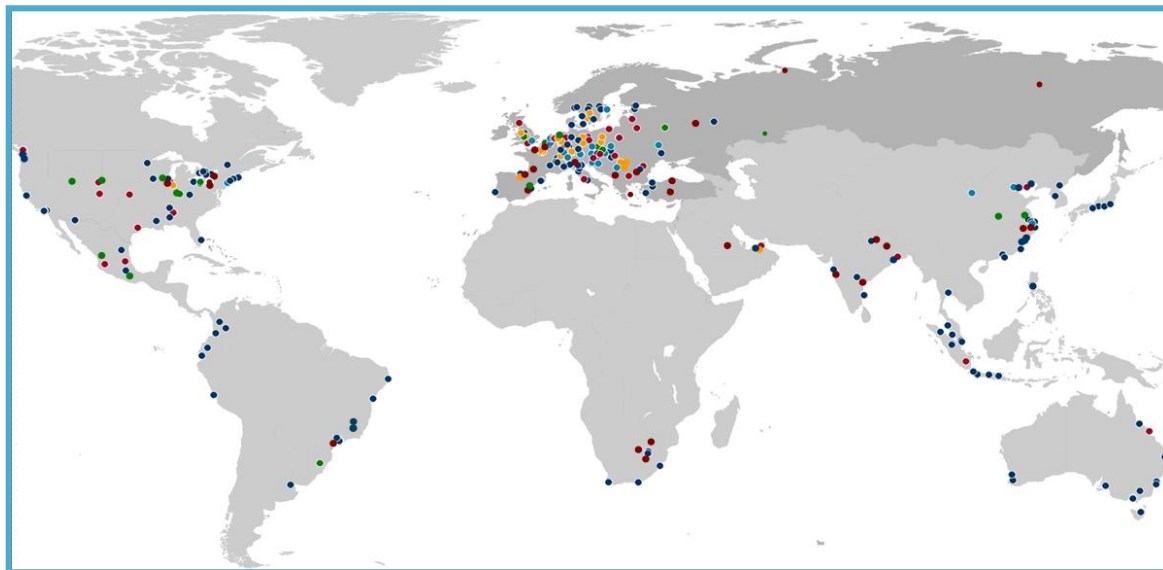
Worldwide leader in tool steel. Leading position in high-speed steel and special forgings.

European market leader for rails and processed wire, world market leader for turnouts and complete railway systems; leading position in welding consumables and seamless tubes.

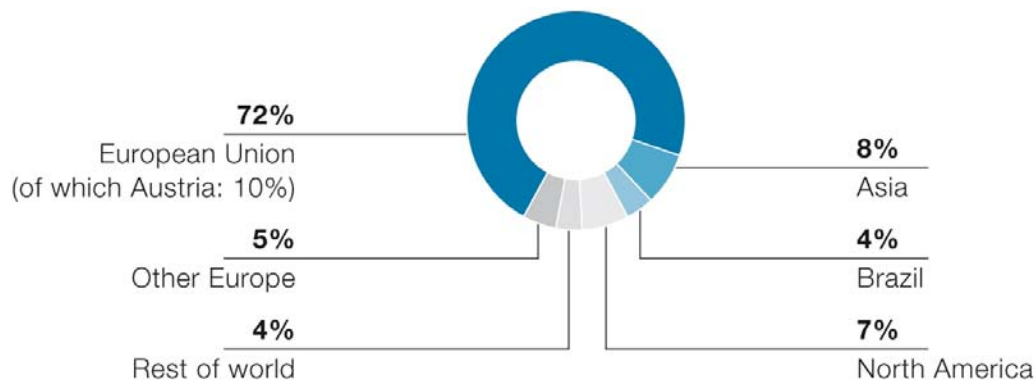
Worldwide market leader in special sections and custom rollforming; leading position in precision strip.

Top 3 European player in the automotive supply industry for special components.

voestalpine Group – Global Presence



- **360 production and sales companies in 60 countries on 5 continents**
- **Just under 41,000 employees, nearly 54% of which at international locations**

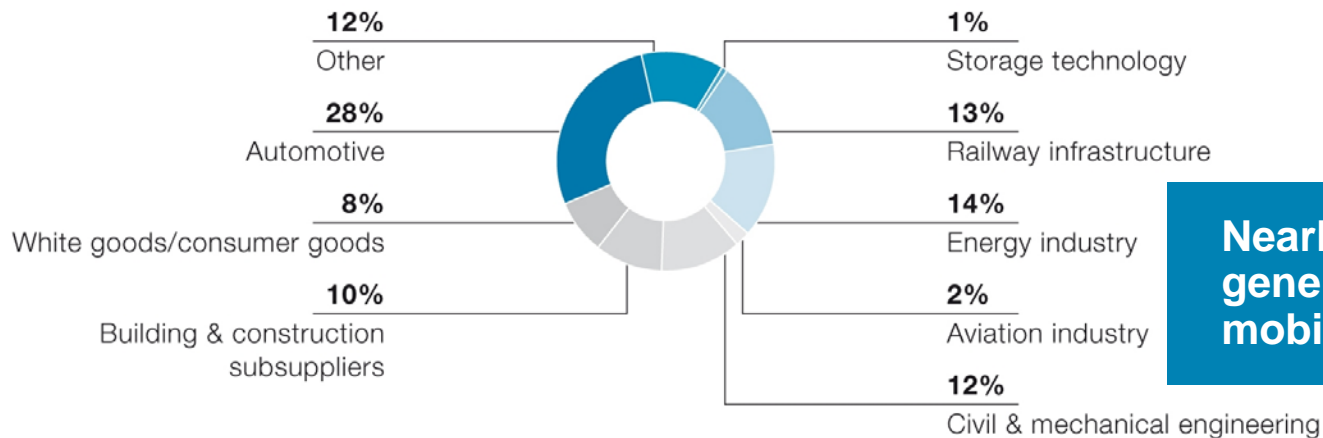


Revenue by regions
(Business year 2010/11)

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Main Customer Industries

- voestalpine is a leading partner of **automobile and commercial vehicle manufacturers**, the **energy industry**, the **railway infrastructure**, **customer goods** and **white goods industries**, as well as of **civil and mechanical engineering**.
- **"Mobility"** is the major customer segment: Nearly half of the Group's total revenue is generated in the automobile/commercial vehicle, railway, and aerospace sectors.

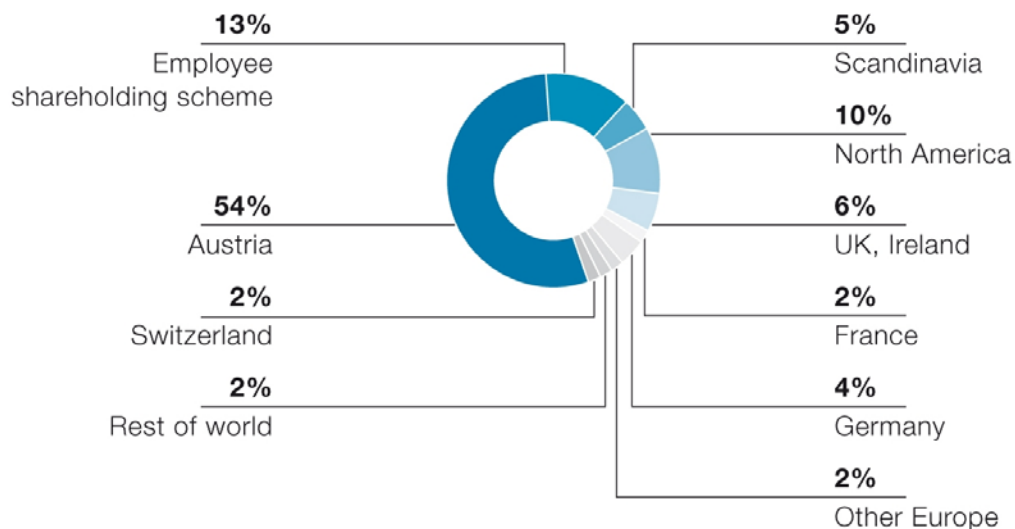


Revenue by industries
(Business year 2010/11)

Nearly 50% of revenue generated in the mobility segment.

voestalpine AG – Shareholder Structure

(Ownership structure according to regions as of April 1, 2011; indicative)



Largest individual shareholders

- Raiffeisenlandesbank Oberösterreich Invest GmbH & Co OG > 15.0%
- voestalpine Mitarbeiterbeteiligung Privatstiftung 13.0%
- Oberbank AG > 5.0%

Employees are the second largest core shareholder

voestalpine Group in Figures

Overview of Key Financial Figures

(Business Year 2010/11)

€m	2009/10	2010/11
Revenue	8,550.0	10,953.7
EBITDA	1,004.3	1,605.6
EBITDA margin	11.7%	14.7%
EBIT	352.0	984.8
EBIT margin	4.1%	9.0%
Employees *)	39,406	40,700

EBITDA (earnings before interest, taxes, depreciation, and amortization). Profit before the deduction of taxes, non-controlling interests, financial result and depreciation and amortization expenses.

EBIT (earnings before interest and taxes). Profit before the deduction of taxes, non-controlling interests, and financial result.

*) excl. temporary personnel and apprentices

voestalpine Group in Figures

Overview of Divisions

(Business Year 2010/11)

€m	Steel Division	Special Steel Division	Railway Systems Division	Profilform Division	Automotive Division
Revenue	4,175.0	2,631.3	2,723.3	1,139.3	1,040.1
<i>as % of Group revenue</i>	36%	22%	23%	10%	9%
EBITDA	595.1	388.1	422.4	159.5	121.1
EBITDA margin	14.3%	14.7%	15.5%	14.0%	11.6%
EBIT	371.9	208.5	308.9	118.0	64.0
EBIT margin	8.9%	7.9%	11.3%	10.4%	6.2%
Employees *)	9,622	11,364	10,078	4,200	4,789

*) excl. temporary personnel and apprentices

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Employees – Key Figures

(Business Year 2010/11)

	Total	... thereof in Austria	... therefore outside of Austria
Employees *)	40,700	18,940 46.5%	21,760 53.5%
Apprentices	1,330	880 66.2%	450 33.8%

*) excl. temporary personnel and apprentices

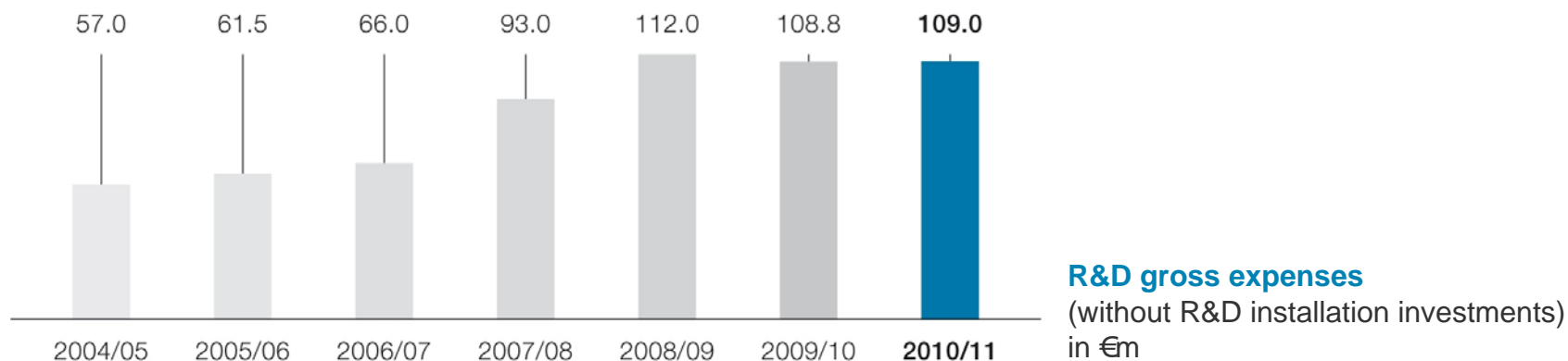
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Employees – Highlights

- The majority of the nearly 41,000 voestalpine employees works at international locations outside of Austria.
- With more than 1,300 young persons, thereof nearly 900 at Austrian locations, voestalpine is the biggest industrial trainer of apprentices in Austria.
- The employees currently hold approximately 13% of the shares in "their" company—thus, they represent the second largest core shareholder of voestalpine AG. The employee shareholding scheme has already been expanded to 34 Group companies in Austria, Germany, Great Britain, and the Netherlands.
In the current business year 2011/12, the gradual inclusion of additional companies in Poland and Belgium is planned.

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Research & Development – Key Figures (Business Year 2010/11)



■ **Research ratio** (R&D expenses/total revenue): 1.0%

■ **R&D coefficient** (R&D expenses/value added): 2.6%

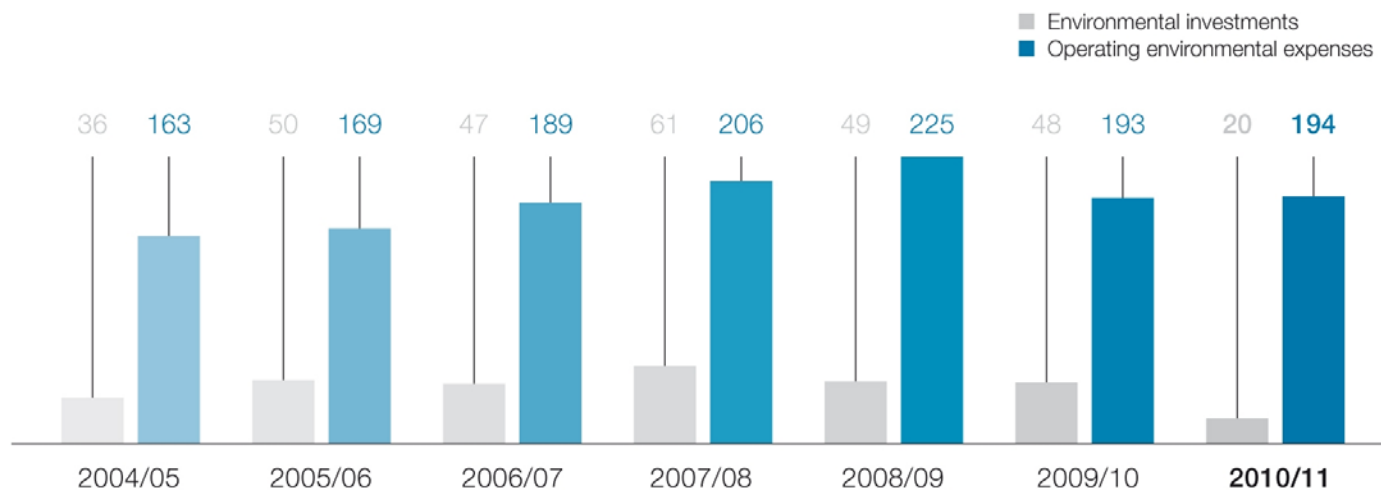
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Research & Development – Highlights

- More than 80 cooperations worldwide with scientific partners (universities, research institutes, competence centers, and CD laboratories).
- With more than EUR 120 million, the annual R&D expenditures reach a new record high in business year 2011/12.
- According to EU statistics, voestalpine Group is the most research-intensive Austrian industrial company by far.
- The focus is on projects in the mobility and energy sectors: In addition to further development of lightweight materials for the automobile and consumer goods industries, the focus is on technologically highly sophisticated applications in the energy sector, such as high-temperature materials, which enable significantly higher efficiency in power plant turbines and aircraft engines than was previously possible. Another focal point is innovation in the renewable energy sector.

voestalpine Group Environment – Key Figures

(Business Year 2010/11)



Environmental expenditures

(based on Austrian locations)

in €m

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Environment – Highlights

- European **Benchmark** in **specific energy use** and **eco friendliness**.
- **Continuous improvement** of the environmental compatibility of production facilities and processes.
- Major production sites are nearly **entirely self-sufficient with energy**.
- **Exemplary recycling efforts**: In Linz, at the largest single location of the Group, only 0.1% of all materials used have finally to be deposited—in other words, 99.9% are recycled or reused!
- Numerous **awards for outstanding standards in the areas of environment, energy efficiency, and occupational safety**. The latest prize in this regard was the “European Good Practice Award in Safety and Health at Work”.

voestalpine AG – Management Board

Dr. Wolfgang Eder	Chairman of the Management Board and CEO	Head of Steel Division
Dipl.-Ing. Franz Hirschmanner	Member of the Management Board	Head of Automotive Division
Dipl.-Ing. Josef Mülner	Member of the Management Board	Head of Railway Systems Division
Mag. Dipl.-Ing. Robert Ottel, MBA	Member of the Management Board and CFO	Head of Finances
Dipl.-Ing. Franz Rotter	Member of the Management Board	Head of Special Steel Division
Mag. Wolfgang Spreitzer	Member of the Management Board	Head of Profilform Division



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