



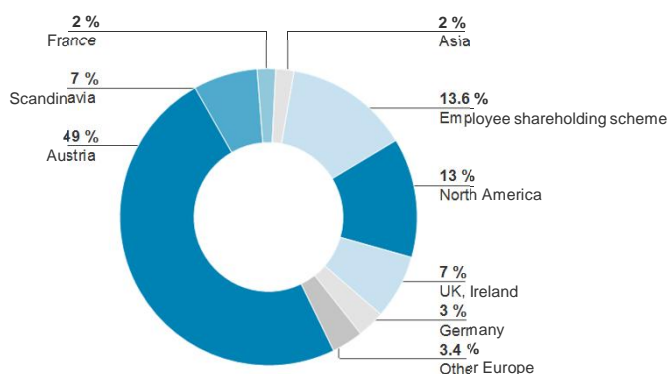
voestalpine Group

voestalpine Steel Division
www.voestalpine.com/stahl

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voestalpine Group Ownership structure

Ownership structure according to **regions** (Figures as of March 31, 2015)



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Largest individual shareholders (as of March 31, 2015)

Raiffeisenlandesbank Oberösterreich Invest GmbH & Co KG	< 15 %
voestalpine Mitarbeiterbeteiligung Privatstiftung	13.6 %
Oberbank AG	7.8 %
Norges Bank	< 5 %

Share information

Share capital	EUR 313,309,235.65, divided into 172,449,163 no-par value shares
Shares in proprietary possession as of March 31, 2015	28,597 shares
Market capitalization as of March 31, 2015	5,878,679,197.77

Based on total numbers of shares minus repurchased shares

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voestalpine Group Overview

From a steel producer to a technology and industrial goods corporation

- High-tech steel is the base of voestalpine, but 15 years of downstream strategy have converted the group from a steelmaker to a technology and industrial goods corporation
- The combination of leading steel making know-how and top processing expertise creates innovative technical solutions and new products
- Long-term relationships with customers, suppliers and R&D-institutions are key drivers for innovation
- voestalpine has been holding over years a leading position versus its peers with regards to quality, technology and financial performance



Number 3 in Europe by revenue and market cap

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voestalpine Group Global footprint

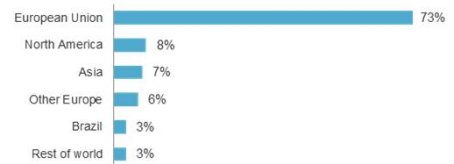
One Group – 500 sites – 50 countries – 5 continents



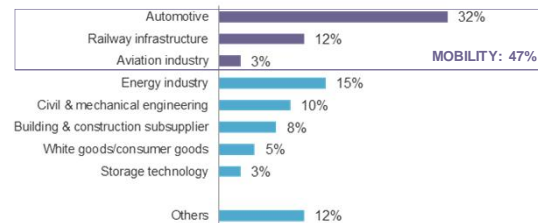
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Revenue by regions (Business year 2014/15)



Revenue by industries (Business year 2014/15)



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Company structure and market position



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Business development BY 2014/15



- Downswing of raw material prices over whole FY 2014/15 → pressure on steel prices
- Supply-demand conditions more favorable since turn of the year
- Strong shipment figures in Q4 → record sales volume in FY 2014/15 (5.3 mt)
 - Continuous strong automotive demand globally
 - Upturn in order intake from machine building in 2015 after volatile CY 2014
 - Pressure on energy segment due to falling oil price since Q4 CY 2014
 - Stable development of consumer goods industry
 - Broader revival of building sector still on hold
- Cost- and efficiency improvement program supporting earnings - upturn

€m	Q1 14/15	Q2 14/15	Q3 14/15	Q4 14/15	BY 14/15	BY* 13/14	Delta in %
Sales	975	929	909	1,061	3,874	3,810	+1.7
EBITDA	114	97	97	142	450	402	+12.0
EBITDA-%	11.7%	10.4%	10.7%	13.4%	11.6%	10.6%	
EBIT	57	38	36	77	208	169	+23.0
EBIT-%	5.8%	4.1%	3.9%	7.3%	5.4%	4.4%	

* Business year 2013/14 retroactively adjusted

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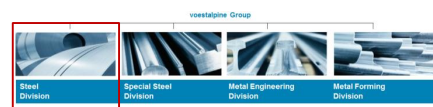
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Key data

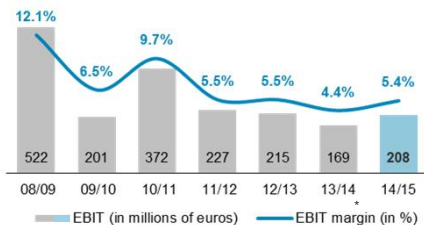
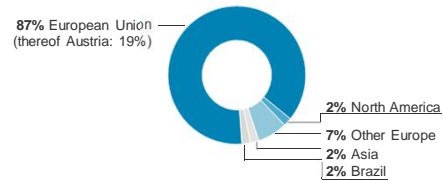


Steel Division (revenue breakdown 2014/15 (EUR 3.9 billion))

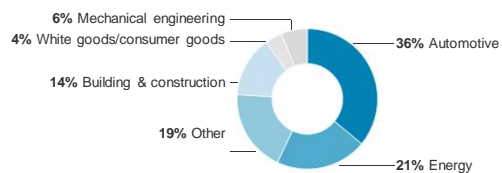
By regions (as percentage of divisional revenue)

Global quality leadership

Global quality leadership in highest quality steel strip and global market leader in heavy plate for the most sophisticated applications as well as casings for large turbines.



By industry sector (as percentage of divisional revenue)



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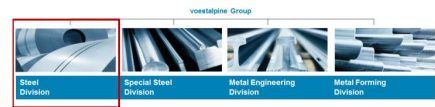
* Business year 2013/14 retroactively adjusted

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Overview



- The voestalpine Steel Division is a strategic partner for Europe's well-known automobile manufacturers and major suppliers
- Additionally, it is one of the largest suppliers to the European consumer goods and white goods industries as well as to the civil engineering sector and the energy industry, for which voestalpine produces heavy plate that is used under extreme conditions in the oil and gas industries, for example, for deep-sea pipelines or in the permafrost regions of the world
- Furthermore, the division is a global leader in the casting of large turbine castings



High quality steel sheet



Heavy plate for oil & gas industry

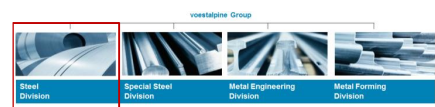
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Concept



- Continuous rise of stake in products of highest quality based on R&D roadmap and advanced investments
 - Press hardening steel for considerably lower weight in automobiles
 - Vacuum-treated steel
 - Electrical steel sheet with highest electro-magnetic properties
 - Special steels for deepest pipelines withstanding highest pressure
 - Materials increasing efficiency in the energy sector
- Optimization of divisional value chain supported by most modern information technology
- Optimisation of blast furnace burden (HBI plant in Texas, USA)



Electrical steel



Press hardening steel (pHs)

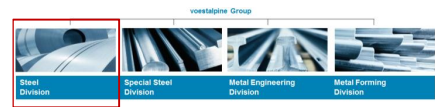
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General market situation



- European economies driving technology in quality steel sheet
 - European OEMs initiators for further development of material steel
- Majority of heavy plate globally used for shipbuilding, bridges, wind towers & hangars. Approx. 20% connected to high end (line pipe, offshore, yellow goods)
- Strong supplying power of iron ore and coking coal providers based on oligopolistic structure
 - New capacities and simultaneously slowing growth of global steel output reducing bottleneck
- Requirement of restructuring of European steel industry due to excess capacity



High quality steel for automotive



Heavy plate for yellow goods industry

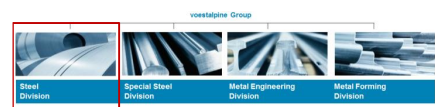
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Market position



- Global quality leadership in highest quality steel strip
 - Leading global position in high strength and advanced high strength steel grades
 - Sole producer of press-hardening steel with cathodic corrosion protection
 - One of the largest suppliers to the European household appliance industry (market share ~20%)
 - Leading position of non-grain oriented electrical steel in Europe
- Leading worldwide provider of heavy plate for applications under extreme conditions in the energy industry
- Proximity to attractive markets, e.g. premium automobile producers in Southern Germany
- Well aligned and utilized facilities & long-term partnerships with customers

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