



# What drives us.

voestalpine Group presentation  
Business Year 2015/16

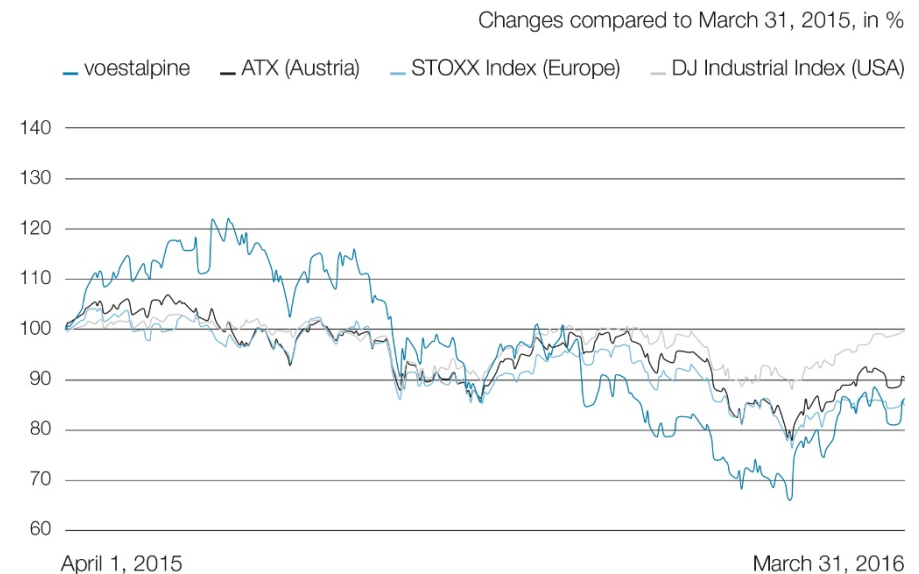
# We create stability and movement in the world.

- As a steel-based technology and industrial goods company and a leading supplier in the manufacture, processing and enhancement of exacting steel products, we secure mobility and the supply of energy for people.
- In 500 Group companies and locations in more than 50 countries and on 5 continents, we find pleasure in taking on a challenge.
- We are around 48,500 employees – each one of us helping drive developments forward, with pleasure in taking on a challenge and love for detail.
- With high-quality metal products, research and development, and by actively protecting our environment, we safeguard the future for us all while also creating stability and movement in the world.

# We have been a listed company for more than 20 years now.

- Since going public in 1995, we have consistently pursued our downstream strategy.
- Taking a farsighted approach, we have become active in strategic and promising industries like mobility and energy.
- We use all of our expertise to continuously enhance the customized value chain.
- With love for detail, we are a stable and dependable partner in a constantly changing global economic environment.

voestalpine AG vs. the ATX and international indices

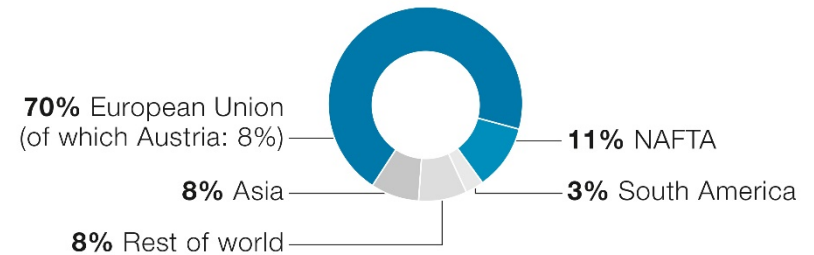


# We've got great figures.

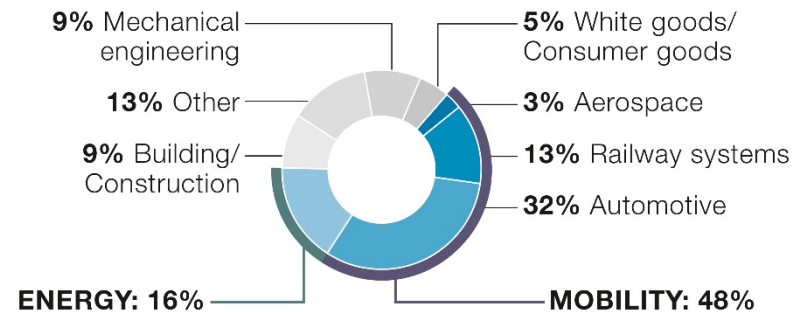
## Key figures for 2015/16

Employees	48,367
Revenue	EUR 11,068.7 million
EBITDA	EUR 1,583.4 million
EBIT	EUR 888.8 million
EBIT margin	8.0%

## Revenue by regions (Business year 2015/16)



## Revenue by industries (Business year 2015/16)





# We create movement.

- With our know-how, we are advancing the development of new materials and making customized, high-strength and, above all, increasingly lightweight solutions possible for the automotive sector.
- With our more than 100 years of experience, we make high-speed railway systems possible today, even for heavy-haul transport.
- With reliability and love for detail, we also ensure the advancement of safe transport in aircraft construction.



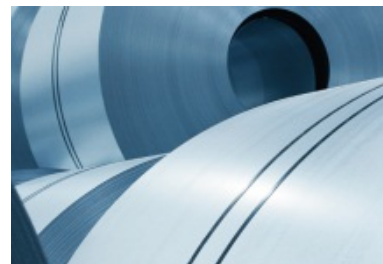
# We provide energy.

- With pleasure in taking on a challenge, we ensure that our customers can depend on us when developing oil and gas reserves.
- With our intelligent solutions as well as new products and materials, we achieve durable connections even under the most extreme conditions.
- With innovative technologies for wind and solar power, we are also the partner of choice for demanding projects in the production of renewable energy.



# We shape the world.

- People who want to change the world can depend on us.
- We are the partner of choice worldwide for demanding product solutions involving steel and other high-performance materials that enable our customers to stay that decisive step ahead.
- We are the **world market leader** or **hold leading positions** with all of our four divisions.



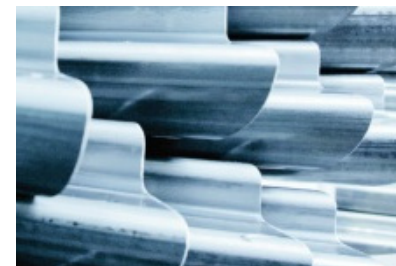
Steel



Special Steel



Metal Engineering



Metal Forming



# We provide the basis for a wealth of possibilities.

- In our **Steel Division**, we develop and produce top-quality steel products.
- With our high-strength, lightweight construction steels, we provide millions of people with greater safety in their cars.
- With their high load-bearing capacity, they are the first choice in automotive engineering. And they are lighter, safer and highly economical.
- The roughly 10 years that went into developing these steels are evidence of the quiet strength and love of detail that make a better future possible.





# Our Steel Division.

- **Global leadership**  
in quality for premium steel strip and cast products as well as the world's leading provider of heavy plate
- **Continuous development**  
of steel into more and more new products and customized solutions
- **Sectors:**  
Automotive, automotive suppliers, energy, white goods, construction

## Key figures for 2015/16

Employees	10,891
Revenue	EUR 3,753.7 million
EBITDA	EUR 478.3 million
EBIT	EUR 220.0 million
EBIT margin	5.9%

# We bring developments safely to their destination.

- In our **Special Steel Division** we work with special steels for special applications.
- We are developing materials with higher alloys that can withstand the extreme conditions faced when drilling for oil and gas.
- For greater safety in aircraft operations, we forge engine mounts from special alloys that can dependably withstand the enormous temperature fluctuations.
- We stand as a strategic partner at the side of all of our customers who build upon our special steels with innovative concepts.



# Our Special Steel Division.

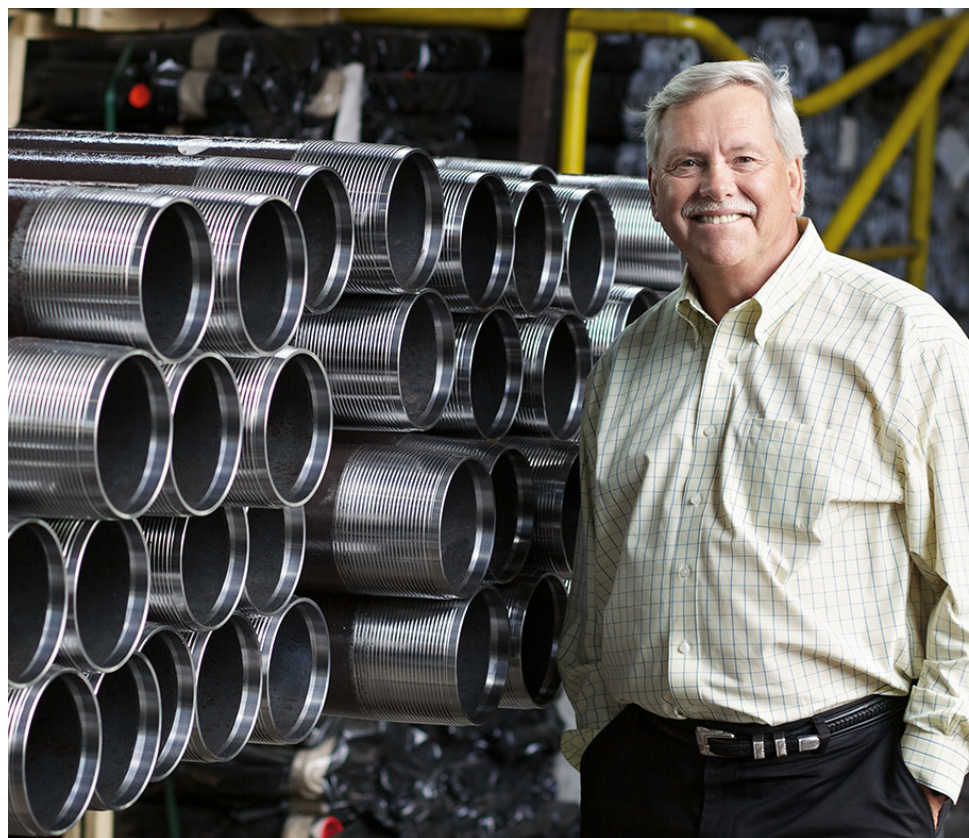
- **Global market leader**  
for tool steel and leading position  
for high-speed steel and special  
forged parts
- **Sectors:**  
Toolmaking, automotive, energy,  
aviation

## Key figures for 2015/16

Employees	13,470
Revenue	EUR 2,650.9 million
EBITDA	EUR 364.1 million
EBIT	EUR 227.2 million
EBIT margin	8.6%

# We make the right connections.

- Our **Metal Engineering Division** offers premium steel products with a high IQ.
- Our oilfield pipes, for example, fit together precisely down to a fraction of an inch, even over pipe strings of up to 23,000 feet.
- Our turnouts are adapted to countless requirements and various climatic conditions in rail transport.
- Our tireless efforts enable transit at speeds of almost 400 km/h (248.5 mph) and with axle loads of up to 40 t.





# Our Metal Engineering Division.

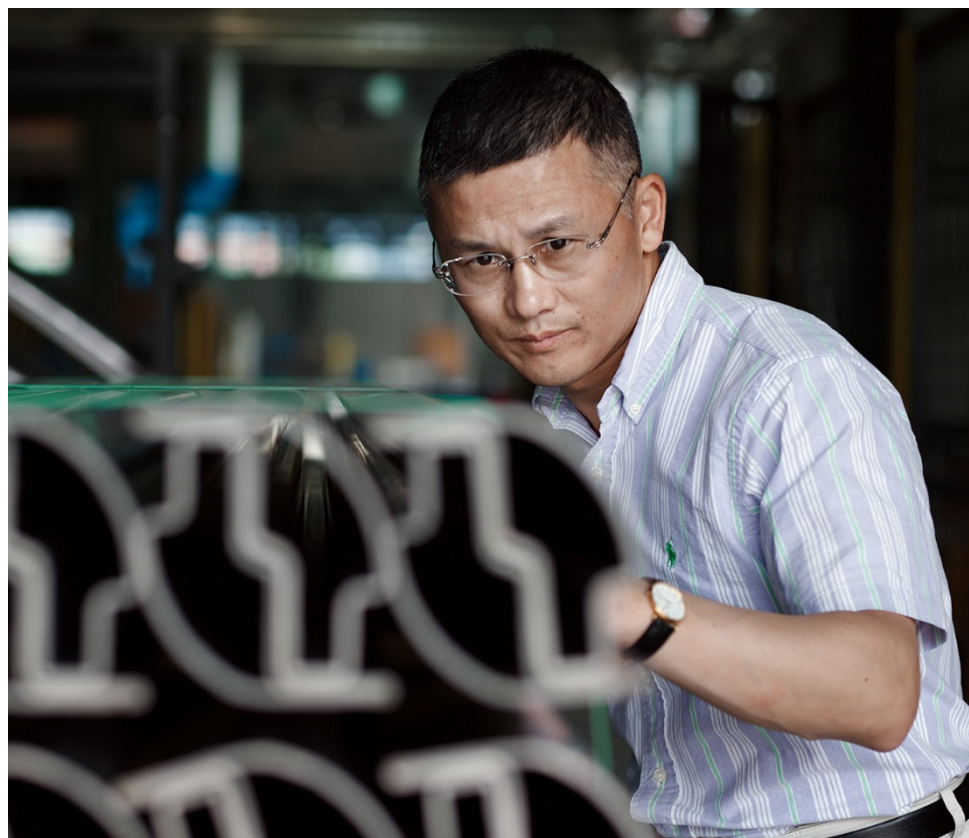
- **World market leader**  
in turnout technology and a leading positions for rails, processed wire, seamless tubes and welding consumables
- **Sectors:**  
Railway systems, energy, automotive, machine and steel construction

## Key figures for 2015/16

Employees	12,675
Revenue	EUR 2,850.4 million
EBITDA	EUR 510.9 million
EBIT	EUR 314.9 million
EBIT margin	11.0%

# We form solutions.

- Our **Metal Forming Division** delivers customized special tubes and sections as well as precision components with unsurpassed quality.
- Our premium tubes for vehicle cabs are becoming lighter all the time and provide significantly improved safety in construction vehicles around the world.
- We work together with our customers to develop customized components.



# Our Metal Forming Division.

- **World's leading provider**  
and center of competence for highly refined sections, tubes, and precision strip steel products as well as for ready-to-install system components made of pressed, stamped and roll-formed parts
- **Sectors:**  
Automotive, construction, energy, aviation, storage technology, machine and steel construction

## Key figures for 2015/16

Employees	10,470
Revenue	EUR 2,224.9 million
EBITDA	EUR 290.5 million
EBIT	EUR 194.5 million
EBIT margin	8.7%

# We build on values.

- **We are mobile.**

Due to our decentralized structure, we are able to offer our customers the faster and better solution.

- **We are specialized.**

As a worldwide group of experienced specialists, we bring the right minds and skills to the table for each project.

- **We drive developments forward.**

Open to new things and with the curiosity of the scientific mind, our thinking is visionary and outside the envelope – after all, nothing is so good that we can't improve it.



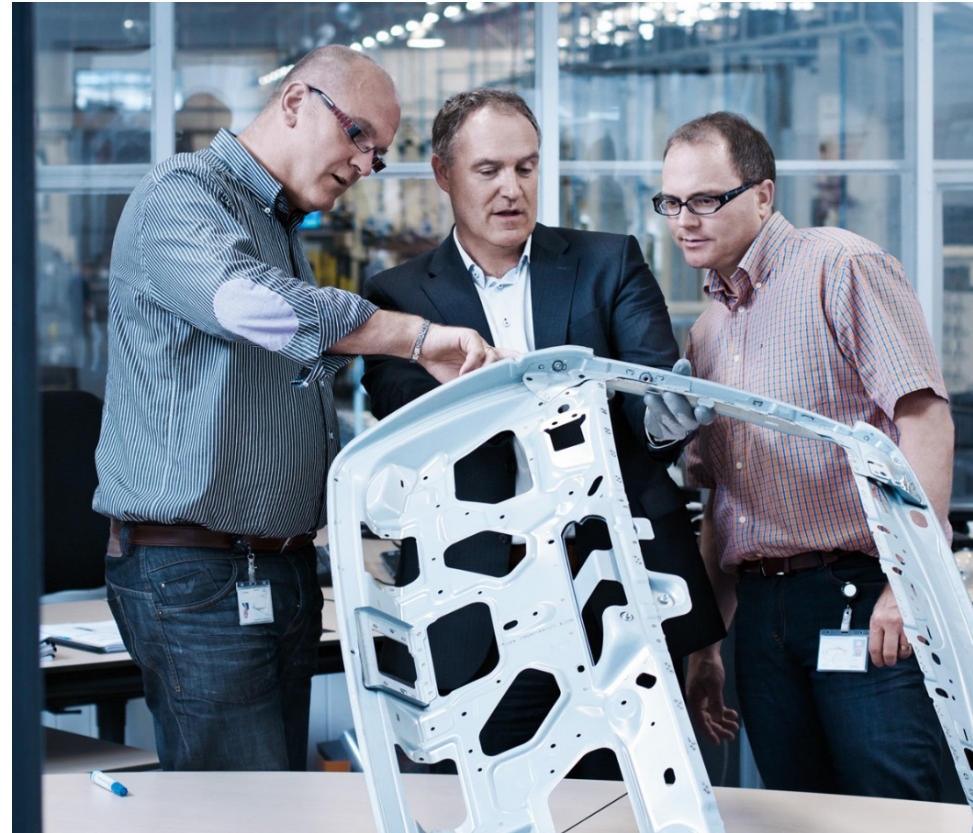
# We challenge and promote.

- Because we expect all members of our team to do their very best, we continuously invest in training and advancement.
- We promote talent, provide top-quality training and open up unique opportunities and job prospects.
- We are committed to worker participation.  
It is not without reason that our employees hold approx. 15% of the shares in the company.
- We have been recognized as **Austria's best recruiter in the iron/metals sector.**



# We research and develop.

- We are a highly research-intensive industrial company. With approx. EUR 132 million going to research and development and 700 researchers worldwide.
- We are working hard on our numerous new patents and prize-winning high-tech applications.
- We perform research and development activities with a love for detail. With dedication, and working together with many scientific institutions worldwide.
- We support academic thesis activities and dissertations, and hire about two thirds of all doctoral candidates.





# We have the environment firmly in focus.

- With countless options for use, long useful life and advanced production methods, our steel delivers strong environmental arguments.
- With a large number of advanced steel products, we play a major role in improving the climate and resource situation every day.
- For many years now we have consistently employed measures that avoid unnecessary environmental impacts.
- With annual expenditures of approx. EUR 292 million, we are actively working to achieve environmentally compatible and targeted production.



# We share our experience.

- We combine the knowledge of around 500 group companies and locations.
- Each has its own identity, but we all share vision, values and knowledge.
- Already, 52% of all employees are from outside Austria and contribute their cultural diversity to our corporate group – and that figure is growing rapidly.
- A proactive risk management scheme, corporate governance, cultural sponsorship and ethical guidelines form the basis for our activities.





# We're taking the future into our own hands.

- We explore the future. From this moment to 2020. And far beyond that.
- We make people around the world more mobile and ensure their energy supply.
- Our fascination with steel enables us to turn ideas into reality while reducing the burden on our environment.
- We give people a feeling of trust and security – as a dependable partner, we offer solutions that will still be one step ahead tomorrow.



# We take responsibility.

- **Wolfgang Eder**  
Chairman of the Management Board and CEO
- **Herbert Eibensteiner**  
Member of the Management Board  
Head of the Steel Division
- **Franz Kainersdorfer**  
Member of the Management Board  
Head of the Metal Engineering Division
- **Robert Ottel**  
Member of the Management Board and CFO  
Head of Finances
- **Franz Rotter**  
Member of the Management Board  
Head of the Special Steel Division
- **Peter Schwab**  
Member of the Management Board  
Head of the Metal Forming Division





Thank you!