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Speakers: Andreas Koch, Martin Lindqvist and Håkan Folin

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Andreas Koch: So, good morning everyone, and welcome to SSAB's Third Quarter Results presentation. My name is Andreas Koch, Head of Investor Relations. Our first speaker today is Martin Lindqvist, who will explain about the overall market situation, reflect upon the Group numbers as well as for the Divisions. Our CFO Håkan Lindqvist will then go deeper into the P&L, cash flow statement and balance sheet. And Martin will conclude the presentation with the outlook for Q4 and he then will open up the floor for questions. So now I would like to hand over to Martin.

Martin Lindqvist: Thank you. And for Håkan's last name is Folin, not Lindqvist; so we are not brothers even though we have the same haircut. One and a half week ago I was at the World Steel Association meeting in Chicago, and it was an interesting meeting, and most of you have probably read the short-term outlook and, as you know, they downgraded the outlook for 2015 and they also downgraded slightly the outlook for 2016. So there will be, in 2015, a small increase of apparent steel demand in Europe and a reduced apparent steel demand in North America and China; fairly big decrease of steel consumptions.

Other parts of the world are still growing, like Africa, Middle East and Europe outside EU28. And then of course a big drop also in 2015 in Latin America, and I would say, mainly Brazil. So it is a tough steel world out there. I've also been visiting a number of customers during Q3 and it's clearly so that we are the preferred supplier among end users and OEMs. They're increasing volumes of our niche products, especially I would say Hardox taking market share, so we are losing volumes on non-branded Q&T, and that is mainly to steel service centres in North America and that is due to lower demand – and I will come back to that.

They're[?] also taking further measures to reduce costs – and I will come back to that – and we are also continuing with the, call it 'programme of synergies', and that is working well. Looking to Q3 then, figures, the EBIT amounted to 191 million SEK – minus 191 million SEK and that is exactly 600 million SEK less than Q3 2014. And there are a couple of main deviations compared to Q3 last year. We had a negative currency impact of 260 million SEK compared to last year, and during the quarter it was -200 million SEK but compared to third quarter last year -260 million SEK – and we'll come back to that.

We had the re-aligning of the big blast furnace up in Luleå this summer. It went according to plan with one exception: we had a sub-supplier repairing a spare part of the blowing machine, and that took a couple of weeks extra so we lost approximately two and a half weeks in that process and that costed us 75 million SEK more than we had anticipated. The biggest deviation apart from that is of course lower prices in North America – they continued down – and if we compare to last year, prices in US for standard plate are clearly lower, and we have not been able to fully compensate for that of course with lower raw material.

Other highlights – and we'll come back to that as well – we have longer – now we have managed to extend the duration of the debt portfolio so we have a more – much more balanced maturity profile. And we have this morning also announced additional measures to take down costs, part of it; the other part is part of the synergy programme, but we have also announced that we now do some other things or extra things as part of the ongoing restructuring within Ruukki Construction.

Markets, I would say as expected, with one exception. Heavy transport and automotive: stable on high levels. Construction, machinery and mining: stable on very low levels. Energy: it's a, kind of, for us, in North America, divided market; everything that is oil-related is slow but wind tower is one example where we see very good demand. Construction material: yes we saw in Q3 the typical seasonal hiccup; it was not as strong as last year but we saw the seasonal pick-up. And then the disappointment or where I was wrong in steel service centres. When we met last time I said that de-stocking will come to an end in Q3; that has not happened. We have seen de-stocking among steel service centres all through Q3, and the demand with the apparent consumption from steel service centre has been very low during Q3.

If we look at the divisions: we start with Special Steels, it has an EBIT of 251 million SEK. The big part of the currency – negative currency effect is to Special Steels. Of course they are benefited from not having a summer outage this summer, and also running the small blast furnace in Oxelösund the full third quarter – that is now closed; we closed it in the beginning October. But during Q3, due to the realigning in Luleå, they were running the small blast furnace. We have lower volumes than Q3 last year but it's mainly, I would say, or only non-branded Q&T. We have been able to increase volumes when it comes to Armox and [inaudible], and those products are a bit more profitable than non-branded Q&T so that is not – even though we have lost volumes we have not lost profitability, due to better mix.

If you look at SSAB Europe the biggest difference is of course we have slightly lower prices, the lower prices. But the biggest difference is of course the re-aligning of the blast furnace, and the net cost in Q3 of the re-aligning was 180 million SEK but that was favourable in Special Steels and more negative in SSAB Europe, so the biggest deviation is clearly the re-aligning of the blast furnace compared to previous year. And now, as said, the blast furnace is re-aligned and up and running. We lost two and a half weeks for the already explained reasons but now it's delivering according to plan. We managed to do it cost-wise within budget and now – this is important because this will now give us the opportunity, so that flexibility, which was a key part of combining of SSAB and Ruukki, so now we have the blast furnace lease where we can flex and produce in a much more cost-effective way, I'd almost like to say, regardless of market situation, and that can be done now since end September.

Americas: as said, mainly prices explaining the drop and not compensated at all fully or at all by lower raw material prices. What has had happened in the beginning of Q4 or in October is that scrap prices has come down with additionally US\$50-60 per ton, and what we have suffered from is non-existing correlation between scrap and iron ore and now, since beginning October, that correlation is back where it has been over time so scrap prices for the October buy is down between US\$50-60 per ton.

Synergies: they are running slightly faster than the initial plan. We were at the end of Q3 at the run rate above 750 million SEK, and the P&L impact in Q3 was 175 million SEK. Now when we look at it – we had before, or initially, said that the cost of realising these synergies would be 550 million SEK; when we take a closer look, now more than half into the programme, the current estimate is that the cost will be 200 million SEK instead of 550 million SEK. What we have done during the quarter, we have closed the colour coating line in Borlänge and moved production to Hämeenlinna. That's what was actually done ten weeks earlier than the plan. We have negotiated and concluded the negotiations of staff reductions in Borlänge and Virsbo, in total 270 people, and we have today also called for negotiations of workforce reductions in Raahe as part of the synergy programme: that will be a bit more than 200 jobs in Raahe.

We have done a couple of other things. As said, today we announced that, as part of the ongoing restructuring programme in Ruukki, we will take down costs with approximately €25 million: it's about closing sites, moving sites, specialising sites and reduce the manning with approximately 300 people. During Q3 we have also invested in coal injection in Raahe and I would say that that is mainly or partly – well partly due to environmental reasons and partly due to cost reasons. Now, that is up and running so we will go from oil injections to coal injection. We will have a much better, call it 'carbon dioxide effectiveness' in the blast furnaces.

As I said before, our blast furnace system in Luleå is the most carbon dioxide effective system in the world, and now after this we will be on par with Luleå in Raahe as well. But on top of that, going from oil injection to coal injection will at current oil prices, as we have today, save us on a yearly basis another 200 million SEK compared to where we stand today. So when we sum this up and I take the starting point 1st September when we got a new organisation in place and two companies together, we will with these actions reduce the yearly cost – run rate mid-next year, it'll be 2 billion SEK, with these three areas, synergies, Ruukki Construction and coal injection in Raahe. And with that forecast, some more details of the results.

Håkan Folin: Thank you Martin. Good morning everyone. I will give you some more details of the figures, I will also go through the result development from previous quarter and also from third quarter last year and finally also some more details on the raw material development during the quarter.

Starting with some key figures, we have an EBITDA in the quarter of 750 million SEK, which corresponds to 5.5% of sales[?]. We had in the quarter a negative operating cash flow 160 million SEK, but when we look at it after three quarters we have a positive operating cash flow in total of 2.1 billion SEK.

Going to the result development[?] then and starting comparing Q3 with Q2, we had a profit in Q3 – sorry Q2 of 300 million SEK and now a loss of -190 million SEK. And it's explained by lower prices, approximately 250 million SEK, coming mainly from Americas where prices continued down also in the third quarter. It's also coming from volume where we have seasonally lower volume in Europe, and in Special Steel and this is to a large extent actually Europe. Then we have a big positive impact of COGS, very good COGS and also fixed costs. It's coming from lower raw material costs, it's coming from more synergies realised and it's also – for fixed costs it's coming from, between Q3 and Q2, periodisation impact when you have the summer vacation reserves dissolved in the Nordic regions. Comparing to Q2 we also had a negative FX loss of -150 million SEK and we had a lower utilisation rate, our big items being prices and lower volumes and FX.

Comparing to Q3 last year then, then we had a profit of a bit more than 400 million SEK so the difference is 600 pretty evenly. And here you can see it's a huge drop in prices of more than 1.1 billion SEK, and that is – to a very large extent, is the prices in North America, where prices were down with approximately 25% year-over-year. We also had some lower volume, also mainly North America, our Americas division, but that's not at all impacting as much as the price pressure. This is partly compensated on the cost side with again lower raw materials, but also the synergy impact you see here. However, you have the negative impact of the re-aligning; it's part of the COGS and the fixed cost as well.

Then compared to last year we have negative FX with 260 million SEK. It is – to a large extent it's re-evaluation of balance sheet items but it is also, compared to Q3 last year, since we are buying a lot of raw materials in US dollar and the US dollar strengthened a lot since last year, that's also impacting the FX result. So the big items then from last year to this quarter is the prices in North America, it's FX losses and it's the Luleå re-aligning.

One word on the cash flow development where, as said, we had a negative operating cash flow in the quarter, very much impacted by high maintenance expenditures, which out of this 600 million SEK approximately 300 million SEK were for the Luleå re-aligning. If we look at it where we are year to date, we have a net cash flow down on more than 800 million SEK positively and that's, I would say, despite high level of maintenance CAPEX, but also we have fairly strategic CAPEX this year, which is – the largest single item here is this PCI coal injection that Martin mentioned before. But all in all still, after three quarters, net cash flow 800 million SEK.

Moving then to the balance sheet, we have a stable net debt and stable gearing. The net debt is 24.8 billion SEK as of end of third quarter, which is in line with the end of 2014, somewhat lower, and also in line with the end of Q3 last year. Our gearing, or our net debt to equity ratio, is at 55%, which is down one percentage point since year end.

Moving then and looking at our maturity profile, we think it's a very balanced maturity profile for the year to come. We have increased average maturity to up to 4.8 years. That's actually up 1.1 year compared to where we were last year. And when we look at it we have a small amount still maturing in 2015, which is only commercial paper, then we have a fairly balanced year in 2016 and 2017 and even a bit lower onwards. And what we have done in the quarter is that we have repaid in advance some of the loans maturing in 2015; we have also moved – part of the maturities we have here in 2017, we have moved them to 2020, and onwards, which gives us then both an increased average but also a more

balanced maturity. And in 2016 – I think that's worth pointing out as well – approximately half of the maturities we have in 2016 are commercial papers.

Then finally –final point, which is nothing new but I think it's still worth to point out is that in our debt portfolio we have no financial covenants whatsoever.

Looking then at the development of the duration, we have a slightly decreasing trend here but since Q2 last year, we have been quarter on quarter on quarter increasing our duration, and now being at close to five years on average it's a level where we are very comfortable with. The interest rate during the quarter was, you can say it was basically unchanged; it was up from 2.34% to 2.36%. The reason for that is that the loans that we repaid in the quarter had a lower interest rate than our average, so the average interest rate went up somewhat, but of course if we repay loans the total interest we will have to pay will go down.

Moving then to raw materials and starting with iron ore and coke and coal. Prices were fairly stable during Q3 both for iron ore and coke and coal, they dropped slightly in July but since then have been fairly stable actually, iron ore now at around 55, coke and coal at around 80 somewhat. For us, our prices for iron ore was down 1% in Q3, what we were buying, compared to Q2, both in USD and SEK. And what we also did in Q3 is that we signed a price agreement with Severstal for continued deliveries and these deliveries will be both to Raahe[?] but also Oxelösund. Given the logistical set up we have with LKAB in Luleå, we will not use the Severstal pellets in Luleå. For coke and coal, prices were down a little bit more. They were down with 8% in USD and 5% in SEK. So all in all, both iron ore and coke and coal slightly down, not as dramatic as we have seen before but still somewhat on a downwards trend.

If we move to scrap then, the situation is quite different actually, where we saw sharp price declines during Q3 and these have also continued now into Q4. The spot prices – and we buy scrap for our use operations on the spot market – they were down 30% in Q3 versus the beginning of Q3, and we – when you compare year over year they were down as much as 46%. And, as you can see on the short, they have continued going down somewhat in October.

And that brings us to the correlation between iron ore that Martin talked about before, where we have been suffering and we've been a bit frustrated in our North American operations that scrap hasn't fallen down, which it has done historically. We look at the short bits and index starting[?] in the beginning of 2012 and for two years you can see that, iron ore being the black one and scrap being the grey one, they were basically following each other, but then here something happened in the beginning of 2014 where iron went down sharply but scrap did not really follow.

But what we've seen now, in beginning October, it has actually converged again, the scrap prices and the iron ore prices. And this is very important for our North American operations because during the last year, year and a half, we have lost some of our competitive edge against the integrated players but now, when these prices have converged again, it gives us back our competitive advantage both against a locally iron ore-based producer but also against the largest portion of the import coming in to North America, since that is based on iron ore-based production.

Martin Lindqvist: So, some words about the outlook. We don't foresee in underlying demand any big changes. We don't think that the 'wait and see' sentiment we have seen in Q3 in North America will continue for heavy plate. Unfortunately, I was saying last time we met that we expected the de-stocking to be over in Q3; we expect the de-stocking to continue in to Q4 because it is not – it was not over end of Q3 and – but the underlying demand will be stable among our customers; then there will always be some kind of seasonal downturn in Q4, and I will come back to that. In Europe we have the same view: underlying demand fairly stable, good fourth quarter but with a seasonal downturn end of Q4; demand for high strength steels and quenched and tempered fairly unchanged during Q4; and we expect shipments to be slightly or somewhat higher in Q4 compared to Q3.

We will also, take maintenance outfits[?] in Oxelösund November, and the negative impact or the cost effect of that, so the negative impact of that will be approximately 100 million SEK. It is less than it normally is during the summer, when we have the summer salt[?]. That is because the maintenance outage will be a bit shorter than normal[?] and we will to a large extent use our own personnel.

If we look at the segments, I would say no big changes from Q3. We expect heavy transport and automotive to be stable on high levels, and construction machinery and mining to be stable on very low levels. We expect to see the same pattern in the energy segment as well. Construction material will typically go down seasonally in Q4. And we don't expect any major changes in steel service centres either. The de-stocking will come to an end, yes; when? I don't really know. I was pretty sure last time. I don't give you any prognosis of that this time because then I run the risk to be wrong once again and I really don't like that.

My last picture is about Swedish Steel Prize 2015. And these are the finalists: Facil System from Brazil, Terex Trains from Germany, Ponsse from Finland, and Milotek from South Africa. And what they have in common is that they are using advanced high strength steels either to increase productivity, or to reduce weight, or to reduce – or increase payload, or reduce steel consumption or energy consumptions. I think these are very good examples of how you can utilise advanced high strength steels.

And in lots of these cases also you see fairly big environmental benefits, and I think that is also important and was discussed also during the meeting in Chicago with the World Steel Association; the increasing importance of doing the right things environmentally. So this I think is probably the most – the best contribution we do when it comes to reduced emissions and reduced fuel consumptions and so on, on top of being the most carbon dioxide effective producer of steel in the world; but by these customers and other customers using our products and reducing weight and reducing emissions and increasing payloads and typically doubling life length, I think this is the real contribution that SSAB can do in that aspect.

There will as always, or in 17 years at least, be this Swedish Steel Prize in Sweden, in November, and one of these will be then the winner of Swedish Steel Prize. So I'm really looking forward to that final and see whom of these very good examples who will actually win the Swedish Steel Prize. And with that, Andreas.

Andreas Koch: We're now opening up the floor for questions. And let's talk with the audience here in Stockholm, and Olaf[?] please go ahead.

Olaf[?]: [Inaudible] full year[?]. You're talking in the report about the prices levelling out in North America; could you please say – add something extra to that: should we interpret that you announce price increases, or – what's coming from the competitors' side?

Martin Lindqvist: I think that is very – it will depend – it will be dependent on so many things. I mean, we have seen that the imports are slightly lower in Q3 than in previous; they are still on a high level. We saw that scrap is coming down, and domestic prices in US are fairly similar now to import prices and, as Håkan pointed out, with this reduction in scrap we will not have a competitive disadvantage at least, among imported material and the domestic integrated mills. I think it's hard to say exactly where prices will go – they have been fairly volatile the last year or so. But if they are stable it will be positive for us with a reduction of scrap, and we will not have any competitive disadvantage. But where they will be at the end of Q4 it's very hard to tell, I would say, at this time.

Olaf: Another question then please on this new iron ore agreement with Severstal. Could you please indicate roughly how much of your iron ore purchases in [inaudible] that now come from Severstal?

Martin Lindqvist: It will be, as said, it will not be at all at Luleå, and it will be both for Oxelösund and for Raahe, it will be below half of the production that will be Severstal pellets.

Julian Beer: Good morning. It's Julian Beer from SEB. Can I ask three questions on your savings programmes? Firstly, are you raising your target for the restructuring savings launched at the time of the Ruukki merger from 1.4 billion to 1.6 billion SEK, and if so could you give some detail as to where the improvements are coming from?

Martin Lindqvist: What I said in that page was a bit I had more than 1.4 billion SEK and more than 200 million SEK. So those for Ruukki construction and I said €25 million so. And the – I mean if that is €25 million, and then the restructuring programme in – at work, the PCI is currently 200 million SEK then it's slightly more. But I said, I mean, we are very confident that we will deliver at least 1.4 billion SEK, and it's going a bit better than planned and a bit faster than planned.

Julian Beer: Where do you think the increases over the original 1.4 billion SEK are coming from?

Martin Lindqvist: But you always have it planned when you start something like this. We had an industrial plan and some things turns out better. Some things of course turns out a bit worse, and then you find new things when you start to combine, and when you learn from each other and see things that we do in [inaudible] that we could do in Borlänge and vice versa. So it's a lot of different things. It's not one or two or three projects. It's a lot. We run a lot of projects and they have been in total a bit more successful than we anticipated and a bit faster. I think the closing of the colour-coating line is a good example. It's always tricky to move production. You have different paint systems and so on and you need to harmonise and merge products, and I was a bit – not sceptical, but I'm all – I mean, you're always a bit thinking what could go wrong, and in this case it went better than then we thought, and we could close it ten weeks earlier than the plan. That is one example.

Julian Beer: That's more but here and there on existing programmes rather than finding brand new things to do.

Martin Lindqvist: Yes.

Julian Beer: On the PCI savings which are savings calculated based on a – an old CAPEX programme, is the 200 million SEK annualised savings compared to the prices that you are paying in Q3 2015, or is it based on the oil prices that persisted back in 2014?

Martin Lindqvist: The current oil prices.

Julian Beer: So from Q1 we should be looking at 50 million SEK quarter better income in Europe than Q4 because of this programme.

Martin Lindqvist: Yes.

Håkan Folin: You will see a small portion of it in Q4 as well but...

Martin Lindqvist: But what we're doing there the PCI investment is up and running. But we had – inventory have always to be used of that because we would not need it in the future so we'll do that during Q4. And then from – it would be fully empty, the inventory, of oil beginning or end of this year, beginning of next year, and then will go over 100% to PCI.

Julian Beer: Okay is that an EBIT or an EBITDA impact?

Martin Lindqvist: I would say both.

Julian Beer: So there's no CAPEX as such then?

Martin Lindqvist: You'll have – we have CAPEX also – okay. It's an EBITDA impact the full of it and then you will have some depreciation too.

Håkan Folin: That's correct.

Julian Beer: I mean that sounds – it's a great return. What kind of CAPEX was involved in that programme?

Håkan Folin: It's – I don't have exactly, but I would say it's around 400 million SEK or something.

Julian Beer: Have you got any more programmes that you can fit in?

Martin Lindqvist: No, but it – and actually when the decision was taken the oil price was high. So this is at current oil price.

Julian Beer: Yeah, fair enough.

Martin Lindqvist: But it's not only saving cost as I said, it's also – you could call it an environmental investment because these will also do a lot to that to the emissions.

Julian Beer: Finally on the construction savings, if markets for that business which will recover to previous volumes would you have to rehire to deliver?

Martin Lindqvist: No.

Julian Beer: So this is just back office saving effectively?

Martin Lindqvist: It's a lot of different things. I mean it's about specialising sites, emerging sites and so on and so – and back office administration things like that, yes.

Julian Beer: Thank you very much.

Andreas Koch: Let's go to Johannes.

Johannes Grunselius: Thanks. It's Johannes from Handelsbanken. I think you're saying now that we should expect somewhat better shipments, right, quarter-over-quarter in the fourth quarter? Having said that, the Q3 is very seasonal weak, but could you give some colour on what kind of sort of year-over-year expectations you have on your address with the market? And if you can say something about 2016, is it fair to assume a bit of growth or – what's your thinking there?

Martin Lindqvist: If you look at World Steel Association's forecast, one should expect some growth then for 2016. But as you know Q4 volumes will be very dependent on the price sentiment going into 2016. If everyone is expecting lower prices, we will see lowered apparent demand compared to the odd profit so to say so. I think it's hard to say because December is always tricky. And if people expect, or customers expect, or the market expect lower prices in Q1, they will probably destock as much as possible and wait to buy after 1st January, and typically also close down production. And in such a scenario the deliveries after, I would say, 10th or 15th December would be lower than if the opposite happens. It's always tricky, but typically we see a seasonal slowdown, but that could be mitigated by a more positive price sentiment going into Q1. That is the biggest I would say swing factor.

Johannes Grunselius: And you're referring to World Steel Association indicating some growth in the steel markets Europe. Is that what you also believe – I mean, if you look at your discussions with clients?

Martin Lindqvist: I would say fairly stable in Europe as I said for Q4, and then Q1 we are still, I mean, starting out those discussions. But I don't really see, the underlying demand, why that should either collapse or spike.

Johannes Grunselius: Just a question of the balance sheet where the networking capital now increased in the quarter – over the last few quarters it has decreased. What you'd expect in the near term there?

Martin Lindqvist: The opposite.

Johannes Grunselius: Lower net working capital?

Martin Lindqvist: Yeah.

Johannes Grunselius: Yeah. And –

Martin Lindqvist: And that is[?] effect of course of – partly effect of the re-aligning as well, and the re-aligning being delayed. Working capital release also being delayed.

Johannes Grunselius: Thank you.

James Gurry: Thanks. It's James Gurry from Credit Suisse. Just two quick questions. You were in the US recently. What's your expectations on for potential for anti-dumping in your specific segments and products, and the timing and what the impact might be? And the smaller blast furnace that has been taken offline, do you expect to bring it back or do market conditions indicate that it's efficient to keep it offline?

Martin Lindqvist: I'll start with the blast furnace and well we had it closed for a fairly long time – or idle, I would say. And I don't think – I – and then we brought it back to service due to the re-aligning to get the balance of slabs in a better position. And then when the re-aligning was done we idle it again. Then I – for the time being I don't see any need for restarting that blast furnace.

And then when it comes to measures in North America against the plate import I know there is a lot for discussion, but at the end I guess it's a political process. And political processes at least for me are very hard to give any predictions on.

James F Gurry: Are you more encouraging or leading the way or taking initiative towards it?

Martin Lindqvist: To start with I'm a strong believer, and we are a strong believer, in the combination of free and fair trade. But short term I think these could be one way of helping the industry in parts of the world to get free of the [inaudible] capacities. So short term, I'm not against it given the how the market and the export looks and especially when you look also how the export is handled in different countries. But where it will end up, my guess would be if I had to guess that we will see some kind of trade barriers.

Andreas Koch: Do I have any more questions in audience? Gentleman[?], please go ahead.

Speaker: Thank you. On SSAB, your shipment was down around 70%, I think, from Q2. Was that around what you expected or was that weaker than expected for a seasonal downturn?

Martin Lindqvist: I would say roughly in line; it's the seasonal pattern. And then I mean we had – of course, with the delay of the blast furnace, we probably lost some shipping volumes as well.

Speaker: Okay and the question on the Borlänge, closing; the savings effect – is that mostly the reduction or are there fixed costs coming down on top of that as well?

Martin Lindqvist: When you close a line there is more than just salaries of course. But that is part of the synergy programme, and as planned with the exception of the timing.

Speaker: And just question on Oxelösund: you had a positive impact in Q3 as it was running. The other blast furnace – how much will a negative effect be in Q4 when you shut it down?

Håkan Folin: Compare Q3 to Q4, it will be in the neighbourhood of 75 million to 100 million SEK.

Speaker: Okay thanks.

Andreas Koch: Thomas[?]?

Thomas[?]: [Inaudible]. You said there was a negative price, decrease in price of 25% in US. What about the price level in Europe?

Håkan Folin: Year-over-year, its down somewhat. It's not – it's definitely not down as dramatically Q2 versus Q3 as in the US, but it's down slightly in Europe as well.

Thomas: And still you have much lower raw material prices.

Håkan Folin: Yes

Thomas: Okay good. What about the market situation in China? Have you stepped out of China or are still there or...?

Martin Lindqvist: We are still there, and we are selling, yeah, our most advanced products, Hardox, Strenx, and then some other products but it's not – I mean China is a tough market. We are not selling any standard product or close to standard products. It's only the most advanced like Armox, Hardox and Strenx and some Domex volumes.

Thomas: Yeah. Last and final question the portion of scrap – the portion of raw material costs compared to the total of, obviously, Europe – you have some rough idea?

Martin Lindqvist: What do you mean?

Thomas: How big a portion is the raw material cost in the total cost?

Håkan Folin: That depends actually lot of its – if it's iron ore based or if it's scrap-based and given also now the – how much the scrap has changed recently and how much the iron ore has changed recently. I don't have it here[?]. We have it actually in our annual report. I don't have the figure in my head. I can check it for you afterwards.

Thomas: Okay, thank you.

Andreas Koch: But yes, scrap and iron ore are about the same. [Inaudible] a bit more earlier, but now they're more in par with it. Okay let's take some questions over the phone; operator.

Operator: Thank you very much, sir. Ladies and gentlemen should you wish to ask a question please press 01 on your telephone keypad and wait for your name to be announced. If you wish to cancel that request you may press 02. There will a brief pause while questions are being registered. Once again it's 01 if you wish to ask a question.

And our first question comes from the line of Carsten Riek from UBS. Please go ahead.

Carsten Riek: Thank you very much. Two questions from my side. The first one is on the realised prices because if I look at this in Special Steels as well as Europe, they were holding up pretty well. Actually they were going up to find the odd so far[?]. What caused the stronger realised steel prices so far and why do you believe you can actually hold that level? Or do you see downside here on the realised steel prices?

Second question on the FX impact of around 200 million SEK. Where is it exactly coming from? Because it's a comparably high number, and if I remember correctly you only have one warehouse in Brazil, in Curitiba also. Is that because of shipments from Europe or because of shipments from US? If you could shed a bit of light on this that would be helpful. Thank you.

Martin Lindqvist: Okay. If I start with the first question, prices were in Special Steel fairly stable so this is – as I tried to explain during the presentation – I would say mainly a mix effect with slightly more Hardox. We lost volumes in total, but that was non-branded, mainly to steel service centres in US. We kept the volumes or actually increased the volumes for Hardox and to some extent for Strenx as well. And this is – so I would say the price increase in that aspect – the average price increase is a mix effect.

Carsten Riek: Also in Europe, because in Europe it was altered because if you look at this quarter-on-quarter it was from 7,161 to 7,248, and that's the third – second consecutive increase.

Martin Lindqvist: It's a combination on mix and contract.

Carsten Riek: Okay so do you have the still contracts in place, when they're renegotiated you will actually feel the heat here as well?

Martin Lindqvist: Well over time for the niche products, or the most advanced products, prices are fairly stable so...

Carsten Riek: Okay. Good. On the FX impact?

Martin Lindqvist: And the second question I let Håkan answer.

Håkan Folin: Okay on the FX impact we said approximately -200 million SEK during the quarter where a large portion of that was revaluation of balance sheet items, and also as you said, the large portion of that was Brazil. And Brazil is a very important market for us. For Special Steel, it's actually has been the sixth largest market on globally. And you're right, we only have a warehouse there. But what we do have is – since we have a fairly large business there, we have inventory there, we have accounts receivable there and we have internal accounts payable going from Brazil back to our other entities.

And then when the real not just drops, but it actually falls as a stone which happened during Q3, then we re-evaluate these balance sheet items, we get the hit in the Brazilian company. That is what happened in Q3. And what we're doing now is looking into what we can do to mitigate this going forward so we will not see that.

Carsten Riek: Okay, so [inaudible] shipment from Europe then in special steel over to Brazil.

Håkan Folin: Yes you can say that.

Martin Lindqvist: But Brazil is to a very large extent close to 90%, a market where we sell-out of stock.

Carsten Riek: Okay. Now that explains it okay, perfect, thank you.

Operator: Thank you. And now our next question comes from the line of Alessandro Abate from Berenberg. Please go ahead.

Alessandro Abate: Good morning everybody. I have a few questions, just going back to the trade cases in the EU and the US. So just wanted to know where you have materially filed for petition against unfair trade or not? And in this case, if you haven't done it yet, what's the rationale for that considering that there's a wave of anti-dumping petitions filed already in the US and something is coming up in Europe?

The second one is related, also, to Brazil. You say they're just trying to take measures to reduce the exposure to the Brazilian currency. I would like to get a little more clarity on that. What the steps might be.

The third one is related to the recent announcement that you're entering advanced strength steel for automotive. How does it change in terms of breakdown, or say is – what kind of expectation you have in terms uplift to your sales and potentially earning going forward.

And the last one is related to transmission pipeline in the US and one of your competitors, Steel Dynamics, has said that there is a recovery. Some other places are saying exactly the same thing. And whether you're start seeing some positive impact going forward. Thank you.

Martin Lindqvist: We start with anti-dumping measures in Europe and US. I mean in Europe, it's mainly an issue discussed, I would say, between Euro Fair[?] and the Commission and I'm not 100% updated exactly where they stand on that one. In USA also – in US I know that the steel companies and American Iron Steel Institute is discussing that as well when it comes to plate. And I don't know exactly where those discussions are, but there has been no decisions made yet, but if I follow, if I read what has been said the – it's moving in that direction. But I don't know if and when that will happen.

Alessandro Abate: Martin, sorry. I just wanted to interrupt to one second because in the US, a lot of players – new[?] players have filed petitions for anti-dumping. I mean I just want to know whether you're proactively pursuing these kind of petitions or not or just waiting the events the way they're going to be. So that's my question also because you're one of the largest player in the US if not the largest together with Nucor[?], and the same things as in Europe. So I just want to know the dynamics in terms of filing this petition for anti-dumping. Thank you.

Martin Lindqvist: We are active in the discussions in US. And – but we are not leading the discussions.

Alessandro Abate: Okay thanks.

Håkan Folin: Next one though if I understood you correctly what are we then doing to reduce this exposure? Well it's very much said about internal payments from Brazil to especially Europe or Sweden. What we will do is that we will – overall in Brazil, we will focus on only the very most high profile product, and we will reduce the overall balance sheet and the internal accounts payable back to Sweden, and that's something we'll do now in – during Q4.

Martin Lindqvist: And the third question as I understood it was about new products in automotive. Yes, we are launching a number of new products or new grades to automotive. We have a new [inaudible] 700 megapascal steel for chassis details; that is – has been launched in Q3. We have some high strength tubes that have been launched. We have also new products on its way out to the market being tested now among OEMs, which is the galvanised material from hotrods[?].

So we have a number of new products into the automotive sector. And so far they have been very appreciated among the customers so we have a, I would say positive view on our possibilities to reach the market and serve the market with these new products. And these new products are developed, of course, together with the automotive companies. So they're typically products that they like, and that they would like to have.

Alessandro Abate: Martin, just one question the 700 megapascal – how does it relate to your competitors? I mean the product that you're developing together with the automotive players – how do they stack up versus competition?

Martin Lindqvist: It's not 700 megapascal. It's 1700 megapascal.

Alessandro Abate: Okay. I thought that's why I was wondering.

Martin Lindqvist: No, but I mean we're only in small, small segments of the automotive sector typically safety details like seat rails, side impact beams, crash boxes and so on. And we have a call it a long history of being in the forefront of developing products. Of course, competition will also develop similar products, so for us it's about – to continue to be very active together with the big automotive OEMs, and develop products. And I mean I think I mentioned last time during the call that in your steel grade where we can compete with – that we roll form and can compete weight-wise in energy absorption-wise with press hardened materials for certain details at a completely different cost.

We have also steel grades where we compete with aluminium. So for us it's a part of the ongoing business to develop new products for interesting applications in the segments we target. And our automotive is not the only example. We do that for lifting. We do that for heavy transport. We do that for mobile cranes. And as I usually bluntly put it, I mean, we're mainly in the business of developing steel into segments where you'd lift and move material. And automotive is one of those segments so we already have a handful or five, six segments where we focus all our efforts. Automotive is – parts of automotive is such a segment.

Alessandro Abate: And what about the transmission pipeline in the US?

Martin Lindqvist: Then the fourth question, I don't know if I exactly remember it, but it was about pipelines in US, wasn't it? If you please could repeat it.

Alessandro Abate: Yes sure. I mean just wanted to know the status of the situation, the market dynamics, whether you see an uptick in terms of demand for pipeline and mostly is the transmission or maybe restoration in production that some of your competitors have maybe confirmed that is happening. Whether you see this kind of uplift and whether you see a positive impact on your sales in the US.

Martin Lindqvist: What we see is that there are some pipelines projects out on the market. When they will materialise and how they will materialise is a bit too early to say, but we see – yes we see some pipelines – pipeline projects now for on the market for beginning of 2016.

Alessandro Abate: Thank you.

Andreas Koch: [Inaudible] Stockholme[?] [inaudible] here had a couple of questions.

Speaker: You guessed correctly. It was a couple of questions. With regarding the refinancing, I think I'm correct in remembering that your previous 2017 maturities were about 8 billion SEK and now you're down to 6 billion SEK which might stress that you didn't move on all of your bank debt to 2020 plus. Do you still intend to try and move forward other bank maturities for 2017 in the near term, and what sort of response have you been giving to banks at this stage? Are they happy provided you pay a higher margin or some of them reaching their limits to BB credit rating like SSAB?

Håkan Folin: No we moved part. You're correct, we didn't move as much as we actually could have moved. We moved part from 2017 to 2020. And actually in this particular case this was our decision that we did not want to move the whole part. We wanted to only move part of it, and we will continue to work with, not just the 2017, but also the 2016 to move as much as we can. Although, as we said you know we're all now at 4.8 years. It's – you know 2017 was a little bit of a pike before, but – peak

before, and now it's fairly stable so we'll continue to try move both 2016 and 2017 onwards, but as of now we're very happy with what we achieved especially for 2017.

Speaker: [Inaudible] to have a more balanced maturity [inaudible]. We have done – you know, and the realigning is done. The PCI investment is done. The strategic investments are done so we'll see lower CAPEX years, the coming years compared to 2014, and we should, everything as equal, have a fairly decent cash flow.

Speaker: That I understand. I was just wondering why you chose not to move out more the 2017 bank debt at this stage. Is it because you expect terms to become easier in the next year?

Håkan Folin: It's also because we believe we'll have, as Martin said, a reasonable cash flow. So we don't see the need of moving more, but rather see that we can keep it and pay back in advance instead.

Speaker: And given that, do you feel that you'll have money available to pay a dividend for 2015?

Martin Lindqvist: That's a good question that we're not going to answer.

Andreas Koch: Operator let's see if we have other questions on the phone.

Operator: Thank you. Our next you our next question comes from the line of Robert Redding from Carnegie. Please go ahead.

Robert Redding: Yeah, hi. A question on the on the US basically; you said this [inaudible] weakness it will continue into Q4, but into 2016 what are signals from your customers – the direct volumes you have. What are the indicating?

Martin Lindqvist: If you take direct volumes we see them being stable for Q4. When the destocking will be over? Well I guess last time and I guess – I also guessed when we release Q1 reports – I will not guess this time because I've been wrong two times. So I don't know to be honest.

Robert Redding: But I mean –

Martin Lindqvist: That is [inaudible] –

Robert Redding: Are they positive? I mean they're stable in Q4, but are they positive going into 2016 you think or...?

Martin Lindqvist: It differs, of course, between segments and customers but I don't see any big – that they should – I mean you saw the report from Cap[?] today are a bit more – well it's hesitant for 2016, but you have other examples of our customers being a bit more positive so I would say – fairly stable is my impression, at least, when I talk to them, overall.

Robert Redding: Okay all right cool. On Europe then you talked about to iron ore and coal being flattish basically, and at least if you look at spot steel prices they have been sort of falling in Europe. So – and that comes through to your P&L with like – due to the contracts. But are you then seeing sort of a realised lower margin over input cost going forward you think?

Håkan Folin: As you point out that will depend on the prices and you have seen spot prices coming down in some regions more than in other regions. And we are in the middle of the discussions now for Q4 and starting with the Q1 soon, so I don't really know.

Robert Redding: Okay, cool.

Håkan Folin: It is different between – I mean, standardised steel, yes, a bit tough and more pressure. Other products, less pressure, so it's too early to say.

Robert Redding: Of course yeah. All right and on those trade cases that have been filed in the US – they've then all been sort of delayed. What's the industry, sort of, understanding of why that delay has come about?

Håkan Folin: I can't really answer that question because I don't have that knowledge. I've not been following it in such a detail.

Robert Redding: All right cool. Okay so now there's no more questions. Thanks.

Operator: Thank you. Our next question comes from the line of Bastian Synagowitz from Deutsche Bank. Please go ahead.

Bastian Synagowitz: Yes, good morning, its Bastian from Deutsche. So I got three questions left. Firstly again on the FX impact in Brazil, can you please explain how quickly you are able to change the terms of doing business there, and whether we may see a similar effect also in the fourth quarter?

Then secondly on cost cutting, I guess the current measures mostly address the European business which is in some sense logic, as this is probably where you've got the largest need and also room to take out costs. But clearly the US market is under pressure as well and many of your USPs have started to restructure. And is there anything on that front which you've got in the pipeline?

And then lastly on the Q4 impact of maintenance, can you confirm that the 100 million SEK maintenance costs in specialty steel is to come on top of the 70 million SEK impact from the BF idling in Oxelösund, or is this just the same, really? Thank you.

Martin Lindqvist: I can start with US. Then I'll let Håkan take the other two questions. Yes, of course we are running programmes, but we do that all the time in US. The US business is a bit different. It's to a very large portion variable cost. Even salaries are to a large extent variable cost. We mainly pay for prime yield, which is fairly typical or which is typical in electric arc-based mini-mills. So of course we do things in US. We call them [inaudible] programmes and Six Sigma programmes and then take down the part that it is fixed. And now also becoming more effective when it comes to variable cost.

But in US compared to the mills in Finland and Sweden, there is a completely different mix between fixed and variable. One example, a lot of the things we do in US outside the core business is outsourced. I think we produce, or we have the capacity to produce, 2.6 million tons in US with 950 employees. Rest of it's like scrap handling and a lot of other things that are outside, call it, the core alliance[?], and are outsourced on variable contracts. So if we don't do it we don't pay for it. There is a different setup and a different – completely different setup and a completely different structure.

Bastian Synagowitz: Okay, thank you.

Håkan Folin: If I take the other two then Bastian starting with the maintenance, yes, you're correct. The maintenance is – we have idled the blast furnace now, and that will then compared to Q3 will give a negative impact for Special Steel. And on top of that there will be maintenance outage[?] where we will stop the production in rolling and downstream for approximately two weeks. And that's the 100 million SEK that you're referring to.

Coming back into your FX question on Brazil that – I'd just like to say that first of all the 200 million SEK it's not only Brazil. Brazil is the largest portion of it, but it's not only. But – and we are now taking the actions which we are expected to finalise in Q4, and assuming we do that within time and assuming that the real would not drop again as much as it did in Q3 – actually so far it has strengthened in Q4 – no – then we'll not see this impact again. We're assuming we will not see them basically.

Bastian Synagowitz: Okay got it. So basically you're thinking about especially you're still now in the fourth quarter basically we – obviously we're going to get the negative impact off of 100 million SEK. We get another 75 million SEK negative impact from basically the low operational – your lower utilization rates, and then effectively we have to add back roughly 150 million SEK. So all off these items effectively net themselves off in the fourth quarter, and then you're only going to have whatever prices and volumes will do. Is that fair or...?

Håkan Folin: Sounds reasonably fair.

Bastian Synagowitz: Yeah. What I mean just could you give us a sense of what specialty prices are doing? Because it's obviously much more from the OTC market. Have those really held up given the price pressure which we've had in the spot market, or you actually sense that part of the spot weakness is spilling over into the specialty materials as well?

Håkan Folin: As you see always price moves in Special Steel as well, but they're at the lower magnitude both up and down so they are over time much more stable.

Bastian Synagowitz: But doesn't mean that in the fourth quarter they will be stable as well and we've seen part of the pressure or will we see price weakness in specialty steel in Q4 as well?

Håkan Folin: We have not been that specific about prices for Q4, but the price pressure we will be less on special steel.

Bastian Synagowitz: Okay, alright, thank you.

Operator: Thank you. Our next question comes from the line of Christian Kopfer from Nordea. Please go ahead.

Christian Kopfer: Thanks operator. Good morning. Just to clarify on this balance sheet re-evaluation of the receivable – what business area was affected by this?

Håkan Folin: Special steel had the major impact, but there was also some in Europe.

Christian Kopfer: Thanks. And that effect was included in EBITDA or was it only included in EBIT?

Håkan Folin: Both.

Christian Kopfer: Both okay. Then on spot price, I think you Martin mentioned that to see plate – for heavy plate prices in the US quite in line with the current the import price. So what kind of level are we talking about? Currently is it about \$500 per ton or...?

Martin Lindqvist: I don't remember the exact figure, but – I mean it's official statistics, but I don't remember the figure.

Christian Kopfer: Okay finally from me then Special Steel, you previously said that you expect Special Steel volumes over time to grow in the region of 4-5% on yearly basis. Is that still relevant for 2016 or what do you think there?

Martin Lindqvist: I think it's over time relevant, still; it's very relevant. As I said, I mean, part of the volumes – big part of the volumes that would – volumes that are dropped is what we call a non-branded QNT[?] which we typically sell then to steel service centres in US. Hardox on the other hand is – volumes are increasing. So it's – and you see that has a mixed effect then in Special Steel. Then overtime I mean the two of the big segments being yellow goods and mining and construction

equipment and lifting, four segments then, or three segments. They are stable for the time being on very, very low levels. So when we look into Q4, we expect them to stay on these low levels.

Christian Kopfer: Okay; thanks guys.

Operator: Thank you. Our next question comes from the line of Oskar Lindstrom from Danske Bank. Please go ahead.

Oskar Lindstrom: Thank you. I have four questions. The first one just – I couldn't quite hear what the answer was before, but was the positive impact on special steels from the Oxelösund blast furnace in Q3 was that 50 million SEK?

Håkan Folin: I said between 75 and a 100.

Oskar Lindstrom: And the other three questions then. And the – first of all, the steel imports into Europe – you know, we hear about them, but how is that affecting your markets and segments now? And how do you see that developing in 2016?

And then the other question would be, you mentioned that volumes in Q4 could be impacted by, or would be impacted by, price expectations for Q1, and it seemed as if you were saying that, you know, if customers expected prices to increase – are there any signals that prices could or should rise in Q1?

Martin Lindqvist: Let me take it one-by-one. To start with the last question then. No; I mean it's too early to say where the price sentiment will be for Q1. But that was more a general comment that is valid for every year, I would say. We typically see a seasonal slowdown in Q4 or in December, and then apparent steel consumption will be as always very dependent on the price sentiment going into Q1, and that is nothing special for this year. That is valid for, I would say, every year during my 17 years in the steel industry at least, and then probably before that as well.

When it comes to steel import into Europe, we have seen a sharp increase of the standard plate mainly into Southern Europe. We are not active on that market with standard plate, but of course it puts the pressure on prices overall of standard plate in Europe. We have also seen during 2015 increased import of hot-rolled coils mainly into – more severe the further south you come in Europe as always, and that has also put pressure on both prices for standard steels in Europe. And the export has increased mainly from one country, then, that being a steel producer in Asia.

Oskar Lindstrom: Right. And then my final question regards this PCI investment which I believe was planned since quite a way back. But you're now saying that there's a 200 million SEK new cost save coming from this.

Martin Lindqvist: No, this is not a new cost save. This is an effect of disinvestment and at current oil prices we're shifting from oil injection to a much more energy and efficient system as coal injection. And we have coal injection today in Luleå, and in the blast furnaces in Oxelösund and then and – so this is a recalculation of what we will actually have in terms of lower costs given the current oil prices.

Oskar Lindstrom: Right. Okay, so it's not something that's changed in this investment. That means that –

Martin Lindqvist: No the only change in this investment that I would say then is that oil prices today or a bit lower than when the decision was taken, but it's still a very good investment. Not only for the cost of sale but also for the energy efficiency.

Oskar Lindstrom: Thank you.

Operator: Thank you. Our next question comes from the line of Nitesh Agarwal from Citi. Please go ahead.

Nitesh Agarwal: Hi. Thanks a lot for the call. I have one question on scrap prices in the US. They had been quite resilient in third quarter versus the falling steel prices. Would you be able to quantify the impact from high scrap in the third quarter? I mean if you can give an approximate figure or a range, and also what the impact, if any, you expect in the fourth quarter? Thanks.

Håkan Folin: Not really sure if I understood, but I'll try to answer that. The scrap prices as you said are clearly down in Q3, and they've been going down month-over-month. And for us to turn the scrap from when we buy them or from when you see the market spot prices into the P&L, that is approximately a month, month and a half before we see that depending a little bit on how much we have scrap we have in stock.

So you can expect that our cost for scrap will of course also be lower in Q4 than in Q3. All of the big drop that happened now in the market in October we will not see in our books in October. We will see it rather in November or in December. But you – so from a point of view, you can look at the market-based spot prices of scrap, and then put the delay on a month and a half or so on it.

Nitesh Agarwal: Okay. But would you be in any way be able to quantify the impact? Because in third quarter at the beginning the scrap prices are quite resilient compared to the steel prices. Steel prices were now – have been going down since and if you could quantify to some extent what the impact was – negative impact was from that?

Håkan Folin: I think you see that in the result in SSAB Americas. If you compare to Q2 result with the Q3 result you see big negative deviation, and that's basically coming from as you said, the scrap – sorry, the plate prices dropping more than the scrap prices have dropped. Now what we have seen during the last month and half is actually scrap prices dropping more, at least so far, then plate prices had dropped on the market and if that holds well then we would see more of an expansion again.

Nitesh Agarwal: Okay thanks.

Operator: Thank you. Our next question comes from the line of Michael Posnanski[?] from M&G. Please go ahead.

Michael Posnanski[?]: Good morning. Just a question on your CP lines. I was wondering, can you remind me of what your access to CP was, sort of, through the financial crisis in 2008 to 2008, whether you had constant access to those lines, and also what your backup facilities are in excess should, sort of, the CP market drop away? Thank you.

Håkan Folin: I'll start with the backup facilities. We have revolving credit facilities, a few of them, and also cash. And in total that amounts to 10 billion SEK and those are for general corporate purposes. So if we would need them then we can basically use them. So that's 10 billion SEK I would unfortunately not be able to remember exactly how the CP development for us was back in 2008, 2009.

Michael Posnanski: Okay thank you.

Operator: Thank you. Now our next question comes from the line to Cedar Ekblom from Bank of America. Please go ahead.

Cedar Ekblom: Thanks very much. One last question gentlemen. Just on the US business. You said that you are not leading the debate in terms of potential trade protection in the US markets. And I'd just like to understand why this is not being tackled more aggressively considering that you've seen a two-thirds decline in profitability in your US business year-on-year. Should you be doing more to try and protect your market position and profitability? Thank you.

Martin Lindqvist: Well to be a bit more clear than we or as a company part of that – those discussions. Then Chuck Schmitt who is the President of SSAB Americas – he's also the Chairman of American Iron and Steel Institute. I mean, that aspect, he is of course very active in those discussions.

Cedar Ekblom: Okay and then just a follow up question. So the extent we don't get any meaningful trade protection in either Europe or the US – because a lot of people have been hoping for that, but it seems that it's not coming through and steel prices are affecting a very negative outlook in terms of demand – is there a Plan B for SSAB, considering the fact that the gearing is more than five times net debt to EBITDA? Profitability is very much under pressure despite the fact that you have put in significant cost cutting initiatives. You know, is this a situation of a slow trend lower in profitability, or you as a management team willing to take much more aggressive action to restructure the footprint, restructure the product offering or focus the product offering, and potentially create a more viable return profile for the business going forward. Assuming the macro doesn't improve. Obviously the Plan B.

Martin Lindqvist: Plan B is the Plan A. I mean, as I said when I presented also the re-aligning of the blast furnace, we have now much more flexibility to, if that would be needed, idle blast furnaces without stepping out of any profitable business which we as a standalone, old SSAB had come to an end where we had the big blast furnace in Luleå, and the big one running in Oxelösund. Now we have – as I think I showed a couple of times, also, when we announced the combination, we have a much more possibilities to gradually flex with the production and the toughest part to flex with this is always the hot stem and especially the blast furnaces.

In US, it's different because I mean it's practically a red and a green button. You just either start the electric arc furnace and – or you keep it closed. So but now we have that opportunity as well in the European system, and that is a big change compared to where we were year ago. And that change – that possibility as now materialised after the re-aligning in Lulea is ready.

Cedar Ekblom: Okay thank you.

Operator: Thank you. We have no further questions at this time. So I'll hand the conference back to you.

Andreas Koch: Thank you. If there are no further questions we'd like to thank you all for joining us today. If you have any further questions please pass on to the IR team. Thank you.

Martin Lindqvist: Thank you.

Håkan Folin: Thank you.

Operator: Ladies and Gentlemen, this does conclude our conference for today. Thank you very much for your participation. Participants may now disconnect their lines.