

#### Interim report Q1 2010

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22 April 2010

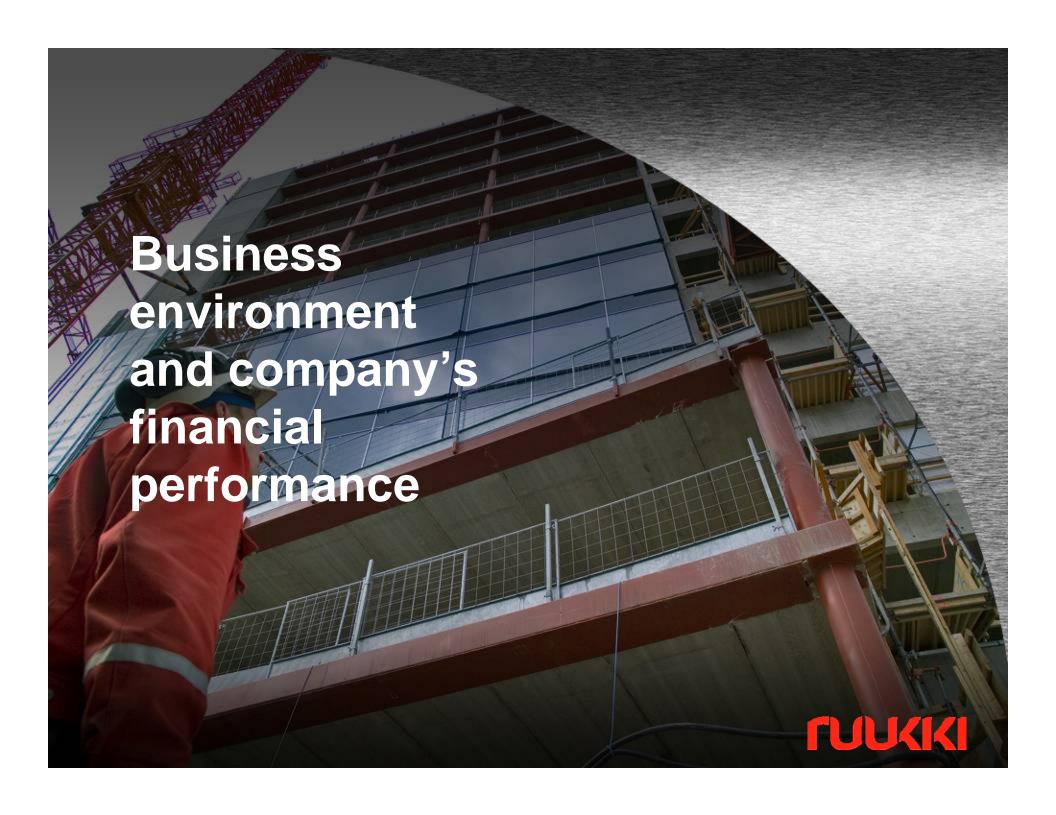




### Summary of the report period

- Cautious recovery of global economy continued
- Net sales for report period at last year's level
- Clear improvement in operating profit, although remained negative
  - annualised impact of Boost programme estimated at €142 million
- Strong financial position
- Monthly order intake in March at its highest since
   October 2008
- Group order backlog at end of March:
  - about 45 per cent higher than exceptionally low backlog last year over 20 per cent higher than at year-end 2009







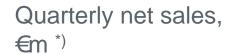
## Cautious market recovery continued

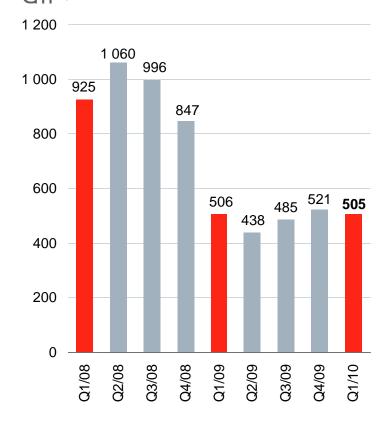
- Regional differences in recovery
  - Economic growth in Europe slower than in rest of world
- Caution in investment decisions continues to affect especially commercial and industrial construction
- Order flows of engineering industry customers have stabilised, but at fairly low level
- Demand for steel products continued to recover and prices started to rise
  - In Finland, recovery was slow as capital goods account for a large share of overall steel consumption





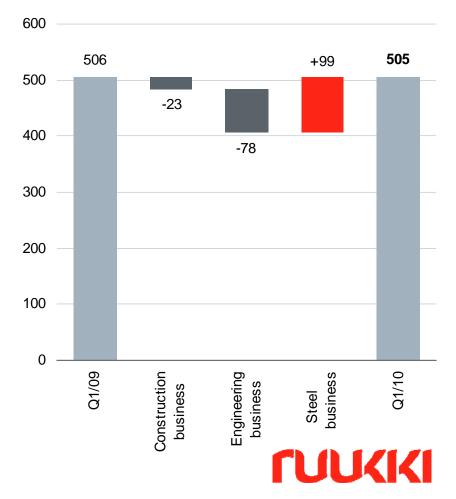
#### Net sales at last year's level





\*) Comparable

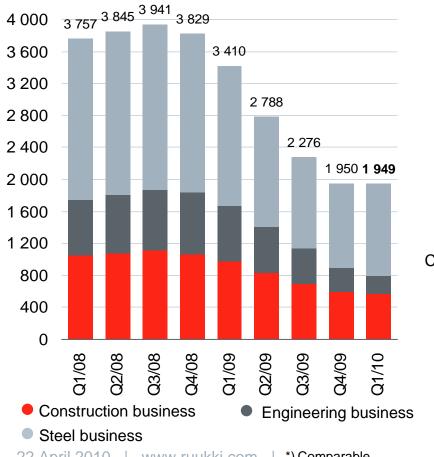
Change in net sales by business area Q1/09 vs. Q1/10, €m



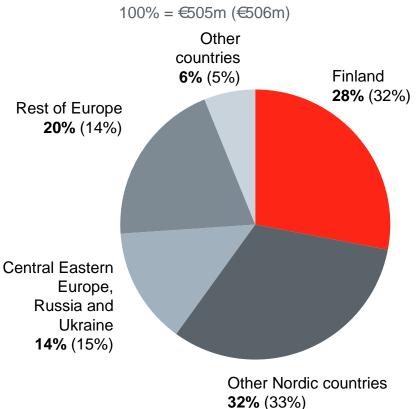


#### Finland's share of net sales decreased

Net sales by business area, rolling 12 months, €m \*)



Net sales by region Q1/2010 (Q1/2009)

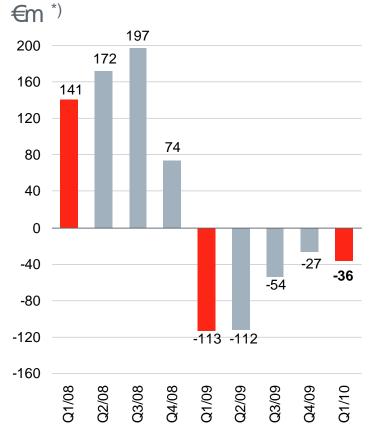






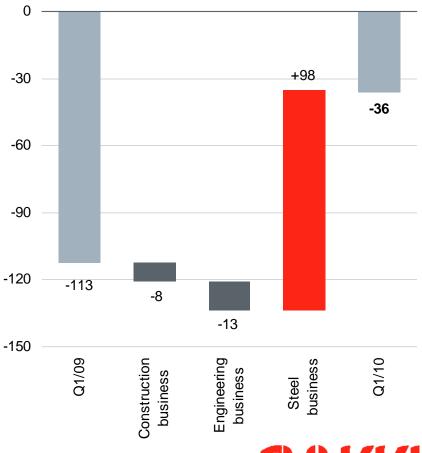
## Clear improvement in operating profit year on year

Quarterly operating profit,



<sup>\*)</sup> Comparable, excluding non-recurring items

Change in operating profit by business area Q1/09 vs. Q1/10, €m

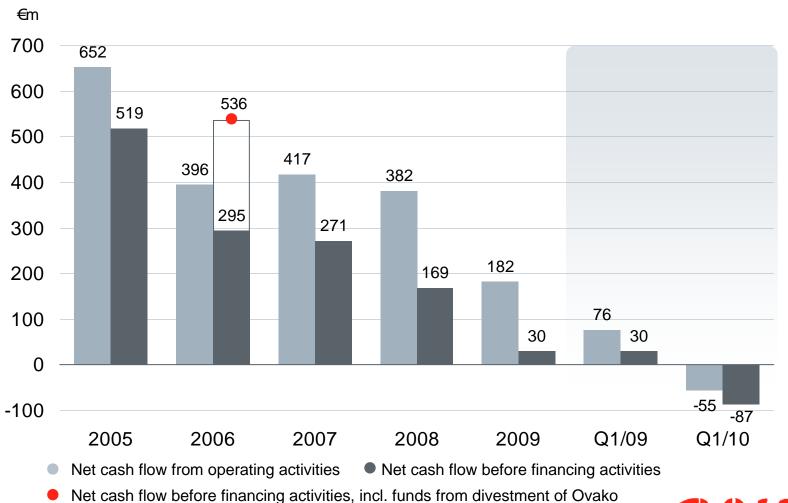






#### Cash flow:

- €19 million tied up in working capital vs. €114 million released year earlier

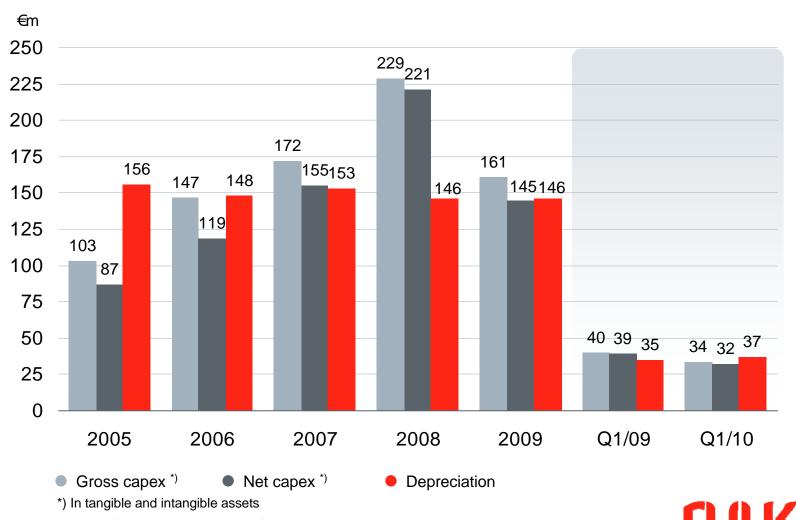






#### Capex at last year's level

- Capex in 2010 estimated to be in the region of €180m

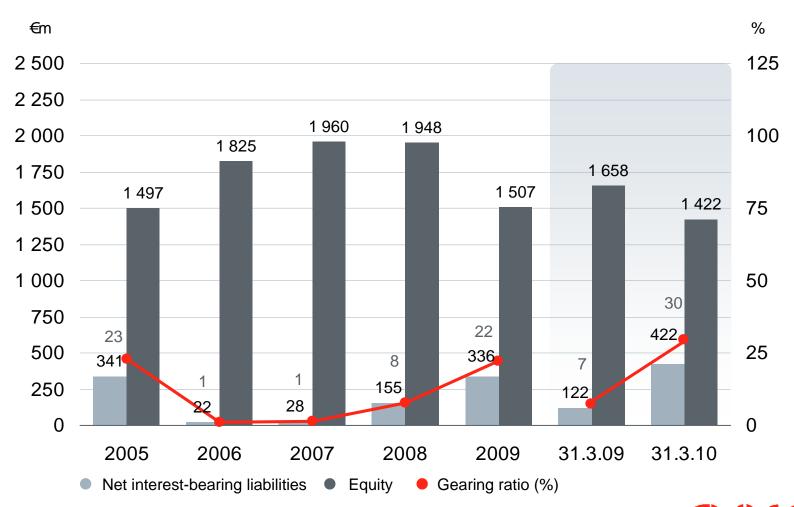






#### Strong financial position

- Dividend payout of €62m booked from equity during report period









## Operational excellence programme Boost progresses faster than planned

#### Since start of programme to end of March 2010

Impact of programme on group profitability €97 million



#### **Annualised**

Annualised impact of actions initiated estimated at €142 million



Aim: annualised improvement of €150 million in operating profit

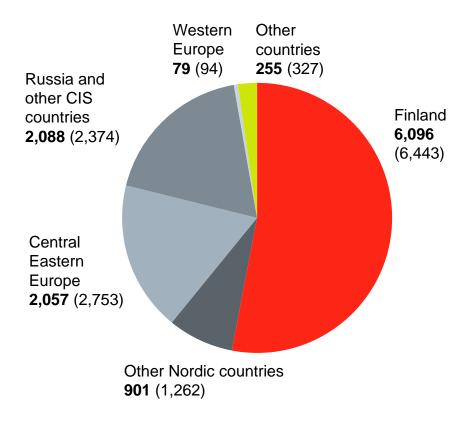


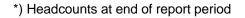


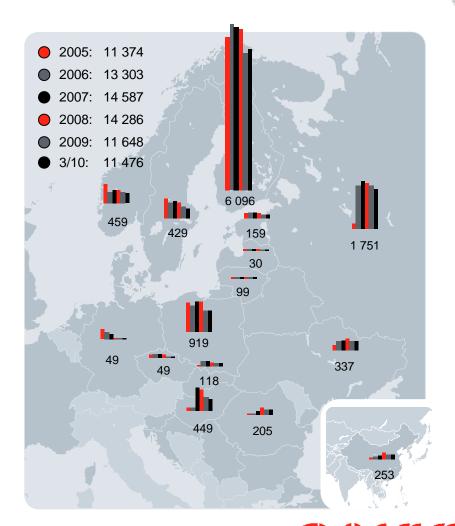
#### Headcount by region \*)

Personnel, March 2010: 11,476

(March 2009: 13,253)











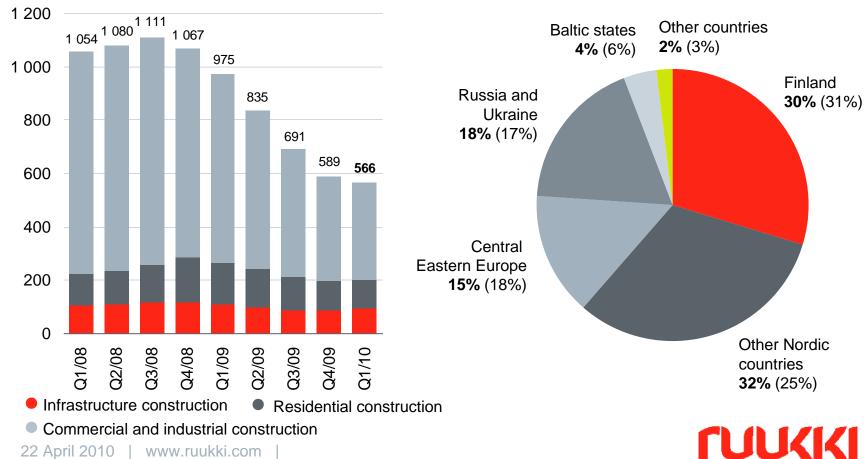


#### Construction business:

- Brisk activity in Nordic road and railway construction projects increased Nordic countries' share of net sales

Net sales by product group, rolling 12 months, €m

Net sales by region Q1/2010 (Q1/2009)



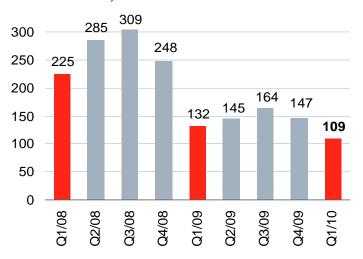




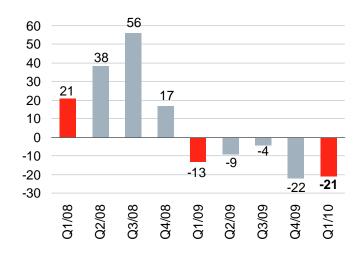
#### Construction business:

#### - Severe winter weakened demand

#### Net sales, €m



#### Operating profit \*), €m



#### Key points of report period

- Severe winter affected particularly order volumes of residential roofing products
- Net sales were down y-on-y in all market areas in commercial and industrial construction
- Infrastructure construction continued at good level; net sales up 45% y-on-y
- Order backlog at end of report period somewhat higher than a year earlier
- Cost savings resulted in operating profit remaining at same level as for previous quarter despite clear fall in net sales



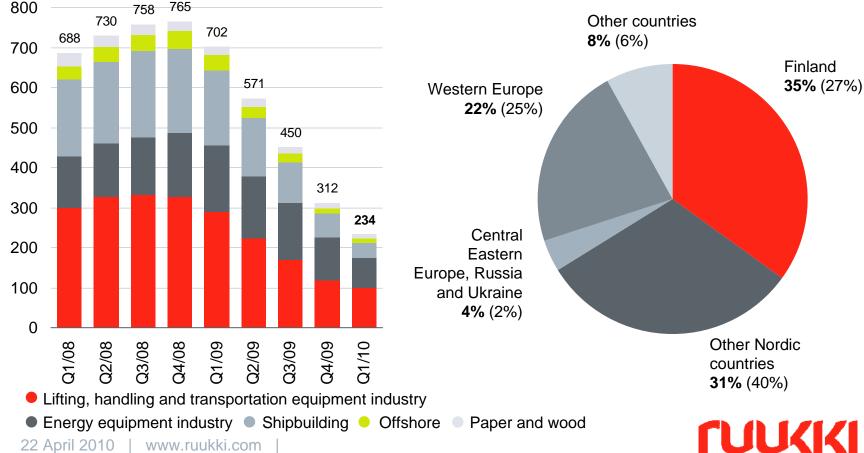


#### Engineering business:

- Delivery volumes declined especially in manufacture of equipment for wind power industry and in shipbuilding

Net sales by customer segment, rolling 12 months, €m

Breakdown of net sales by customer location Q1/2010 (Q1/2009)



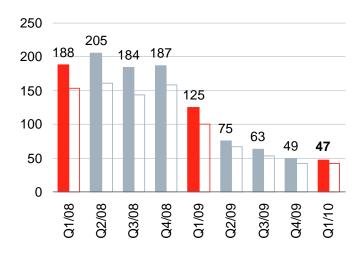




#### Engineering business:

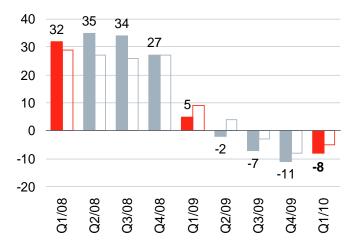
- Low capacity utilisation rate and small delivery volumes weakened operating profit year on year

#### Net sales, €m



#### Key points of report period

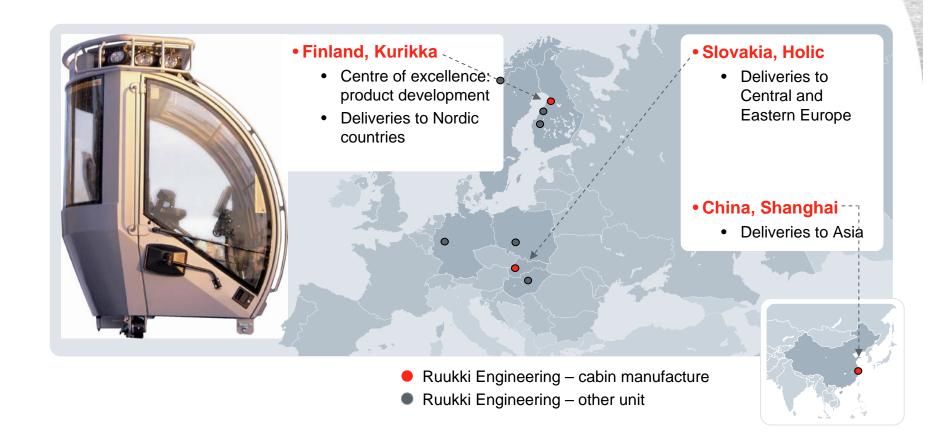
#### Operating profit \*), €m



- Ruukki Engineering
- Ruukki Engineering excluding Mo i Rana unit
- Delivery volumes clearly down y-on-y, no major change compared to previous quarter
  - Slight growth in equipment manufacture for mining and forest industries continued
  - Further fall in delivery volumes to equipment manufacturers in wind power industry
- Selling prices during report period much lower y-on-y, mostly at same level q-on-q
- Operations at under-performing Mo i Rana unit in Norway to be discontinued until further notice



## Engineering business strengthens cabin manufacture



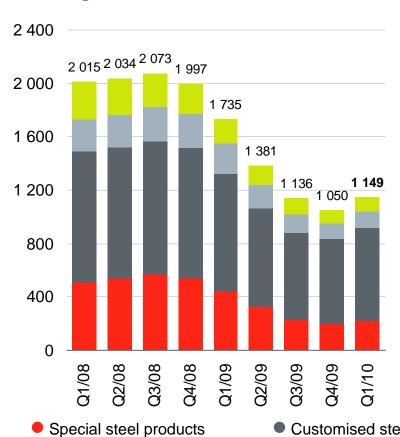




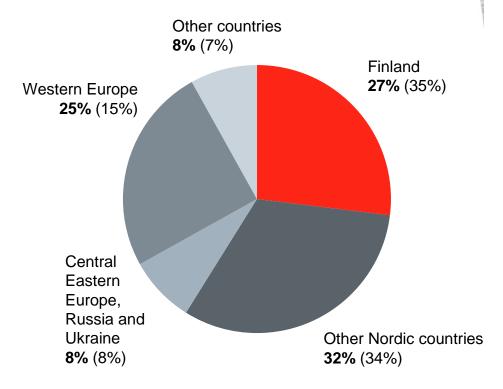
#### Steel business:

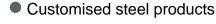
#### - Overall demand improved

Net sales by product group, rolling 12 months, €m



Net sales by region Q1/2010 (Q1/2009)







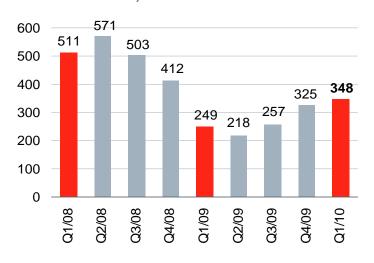




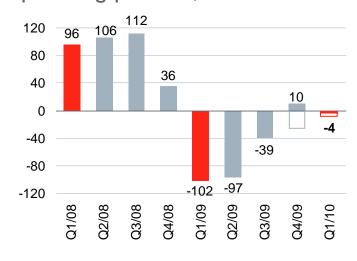
#### Steel business:

- Net sales up 40% year on year

#### Net sales \*), €m



#### Operating profit \*\*), €m



#### Key points of report period

- O Q4/09 and Q1/10 excl. emissions allowance trading \*\*\*)
- Continued recovery in demand and clear growth in delivery volumes during report period
- Sales of special steel products improved somewhat better than other product groups
  - Distribution agreements i.a. in Brazil, Turkey and China
- Selling prices were clearly lower y-on-y and at roughly the same level as during Q4/2009
- Order backlog at end of report period more than double that a year earlier



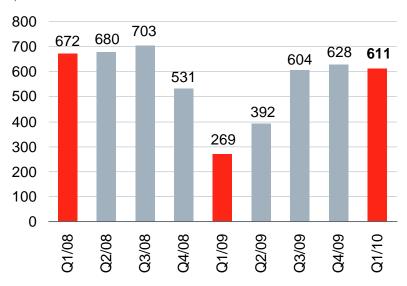


#### Good utilisation rate in steel production

- Steel production in Q1 was 611k tonnes (269)
- In early April, one of the two blast furnaces at the Raahe Steel Works was shut down for modernisation
  - the blast furnace will be idle for about two months and is expected to take between four and six weeks from start-up to return to normal production

#### Steel production

1,000 tonnes









## Improved outlook for 2010 in Finland, Russia, CEE and USA

Industrial production and gross fixed investment growth forecasts

- Forecast for 2010 in March/April 2010

	Industrial production, % change from 2009	Change since December 2009 forecast *)	Fixed investment %-change from 2009	Change since December 2009 forecast *)		Industrial production, % change from 2009	Change since December 2009 forecast *)	Fixed investment %-change from 2009	Change since December 2009 forecast *)
Finland	2.9	+0.8	-2.7	+1.6	Poland	5.2	+0.9	2.0	+0.8
Germany	4.6	-0.4	1.4	-1.0	Czech R.	3.9	+0.1	-0.2	-0.1
Sweden	4.4	-0.4	-2.0	-0.3	Slovakia	6.2	+1.5	2.8	0.0
Norway	2.4	-0.5	-2.0	-1.3	Romania	3.5	+0.9	1.7	-0.3
USA	4.9	+0.8	1.6	+2.0	Russia	5.6	+0.4	5.2	+0.2

Source: Consensus Economics, April 2010 (USA, Germany and Nordics) and March 2010 (Poland, Czech R., Slovakia, Romania and Russia)

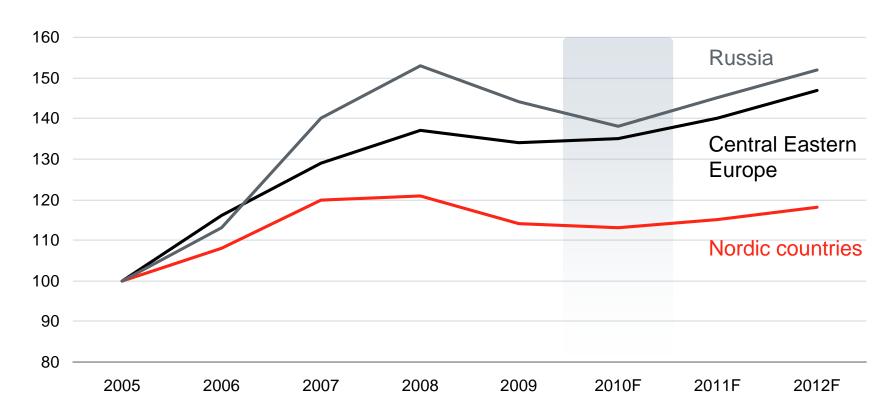


<sup>\*)</sup> Change since December forecast, direction and change in percentage units



## Worst of construction market downturn is over

Construction markets \*) 2005=100



Source: Global Insight 3/2010

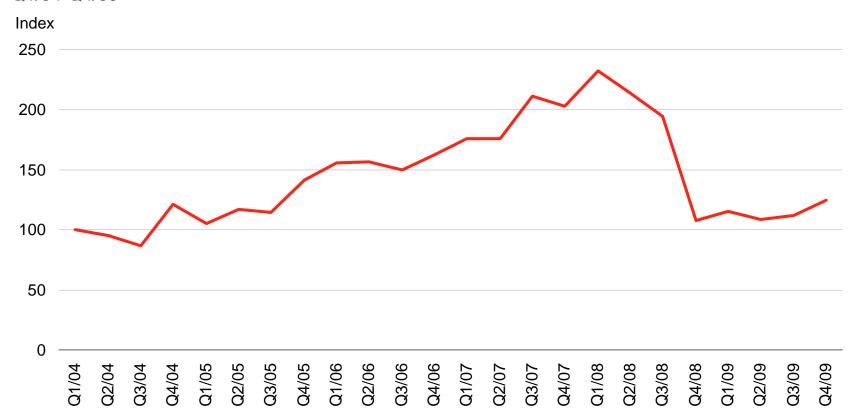


<sup>\*)</sup> In value terms, includes both renovation and new construction



## Order intake of main engineering customers stabilised

Order intake of main customers Q1/04-Q4/09

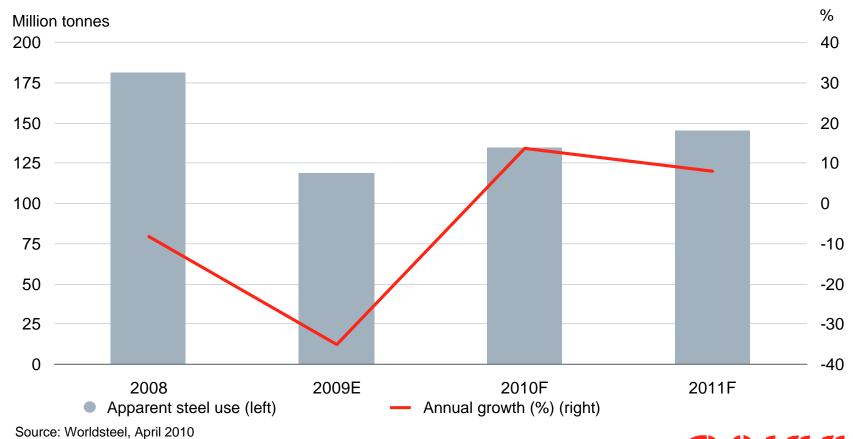


Sources: Company reports - Konecranes, Cargotec (Hiab, MacGregor, Kalmar), Metso Minerals, Wärtsilä, Andritz Pulp & Paper, Atlas Copco Construction & Mining Equipment



## Steel use in Europe forecast to grow by around 14% in 2010

Apparent steel use in EU-27 region 2008-2011F



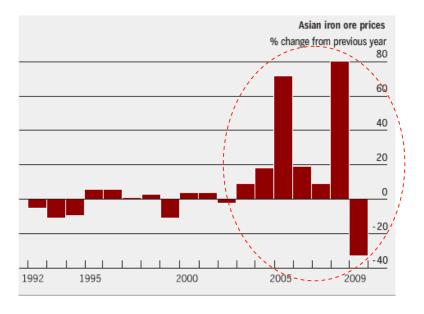




## Price rise of raw materials used in steel production and possible change in pricing mechanism

- No new price agreements have yet been made regarding main raw materials used in steel production
- · Clear rise in prices is expected
- Higher costs will be offset by increasing selling prices and improving cost-efficiency
- There is a possibility of a shift from annual pricing to quarterly or even spot pricing
  - such a change would increase fluctuation in the company's raw material costs in steel production
  - and volatility in the whole supply chain

Annual change in iron ore benchmark price, 1992-2009, %



Source: Financial Times 31 March 2010





#### Near-term outlook (1/2)

#### Ruukki Construction

- Worst of construction market downturn is thought to be over
- Construction activity in Nordic countries and in several countries in Central Eastern Europe is expected to stabilise
  - but to further decline in the Baltic states and Hungary
- It is believed residential construction will grow in Nordic countries and Russia
- Difficult market conditions persist in commercial and industrial construction in nearly all market areas
- Good infrastructure construction activity in Nordic countries is expected to continue

#### Ruukki Engineering

- Market conditions still challenging, no significant change is yet expected in Q2
- Demand in lifting, handling and transportation machinery and equipment has stabilised at low level
  - Minor positive development in mining and forest machines and in demand for heavy cargo handling equipment
- Good long-term market outlook in equipment for energy industry
  - Demand is expected to recover from its current level during this year
- Demand in shipbuilding is expected to decline compared to previous year

#### Ruukki Metals

- It is believed delivery volumes and selling prices in the steel business will continue rising
  - Recovery of demand and rise in raw material costs support pricing
- Demand is expected to improve in heavy engineering industry and to continue to be good in automotive industry
- Delivery volumes of special steel products are estimated to increase compared to previous year
  - Expansion of company's distribution network in i.a. China and Turkey and into Brazil will support sales



#### Near-term outlook (2/2)

- Prices of main raw materials used in steel production are expected to rise clearly
  - prices have yet to be agreed
- Thanks to actions initiated under the Boost programme to permanently improve operational efficiency, the company's cost competitiveness is significantly better than in previous years
  - actions initiated since the start of the programme are estimated to have an annualised impact on the company's profitability of EUR 142 million
- Low utilisation rate caused by modernisation of blast furnace 1 begun in April is expected to have a cost impact of around €20 million for Q2

#### Assessment of expected performance

- The company estimates a 15-20 per cent year on year growth in net sales in 2010
- Profitability is expected to improve significantly compared to the previous year and the full-year result before income tax is estimated to be positive





#### Summary

- Recovery of global economy expected to continue
- Clear growth in delivery volumes in steel business
  - it is believed delivery volumes and selling prices will rise further
- Severe winter weakened demand for construction, infrastructure construction continued at good level
- Clear decrease year on year in delivery volumes in engineering business
  - minor positive development in mining and forest machines and in demand for heavy cargo handling equipment
- Group order intake in March highest since October 2008
- Company's cost competitiveness significantly better than in previous years
- Strong financial position



# TUUKK 50%



#### **Appendix**





#### Key figures Q1/2010

€m	Q1/10	Q1/09	2009
Net sales	505	506	1,950
Operating profit (EBIT) *)	-36	-113	-306
as % of net sales *)	-7.2	-22.2	-15.7
Result before income tax *)	-44	-122	-342
Result for the period	-33	-90	-275
Earnings per share, diluted, €	-0.24	-0.65	-1.98
Return on capital employed, % **)	-11.5	14.5	-14.2
Gearing ratio, %	29.6	7.4	22.3
Gross capex ***)	34	40	161
Net cash flow before financing activities	-87	30	30
Personnel on average	11,525	13,460	12,664

<sup>\*)</sup> Excluding non-recurring items, \*\*) Rolling 12 months, \*\*\*) In tangible and intangible assets





#### Quarterly net sales and operating profit

€m	Q1/09	Q2/09	Q3/09	Q4/09	Q1/10
Net sales					
Ruukki Construction	132	145	164	147	109
Ruukki Engineering	125	75	63	49	47
Ruukki Metals	249	218	257	325	348
Corporate management	0	0	0	0	0
Consolidated net sales	506	438	485	521	505
Operating profit (EBIT) *)					
Ruukki Construction	-13	-9	-4	-22	-21
Ruukki Engineering	5	-2	-7	-11	-8
Ruukki Metals	-102	-97	-39	10	-4
Corporate management	-3	-4	-3	-3	-4
Consolidated operating profit	-113	-112	-54	-27	-36

<sup>\*)</sup> Excluding non-recurring items





#### Ruukki Engineering: Mo i Rana unit

€m	Q1/09	Q2/09	Q3/09	Q4/09	2009	Q1/10
Net sales	25	8	10	6	49	5
Operating profit (EBIT)*)	-3	-6	-4	-3	-17	-2

<sup>\*)</sup> Excluding non-recurring items

#### Exceptional items Q1/2010

€m	Q1/10
Writedown of stocks	-2
Actuarial losses related to employee benefit accounting (IFRS)	-2
Total	-4

