### **Interim Review Q1 2006**

#### April 26, 2006

# **rukki**

www.ruukki.com

April 26, 2006

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### **Strategy Moving Ahead**



#### Ruukki today

- Ruukki supplies metal-based products, components, systems and integrated systems
- Customer industries in focus:
  - construction
  - mechanical engineering
- Net sales in 2005 EUR 3.7 billion
- Approx. 12,000 employees in 23 countries
  - □ Production
  - Processing
    Sales and service

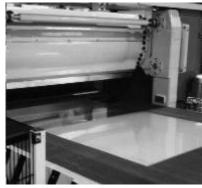
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#### Ruukki delivers a comprehensive range of solutions to customers' needs

Metal based products, parts and components







Manufactured parts, components, systems and integrated systems which are used in Construction







Mechanical engineering



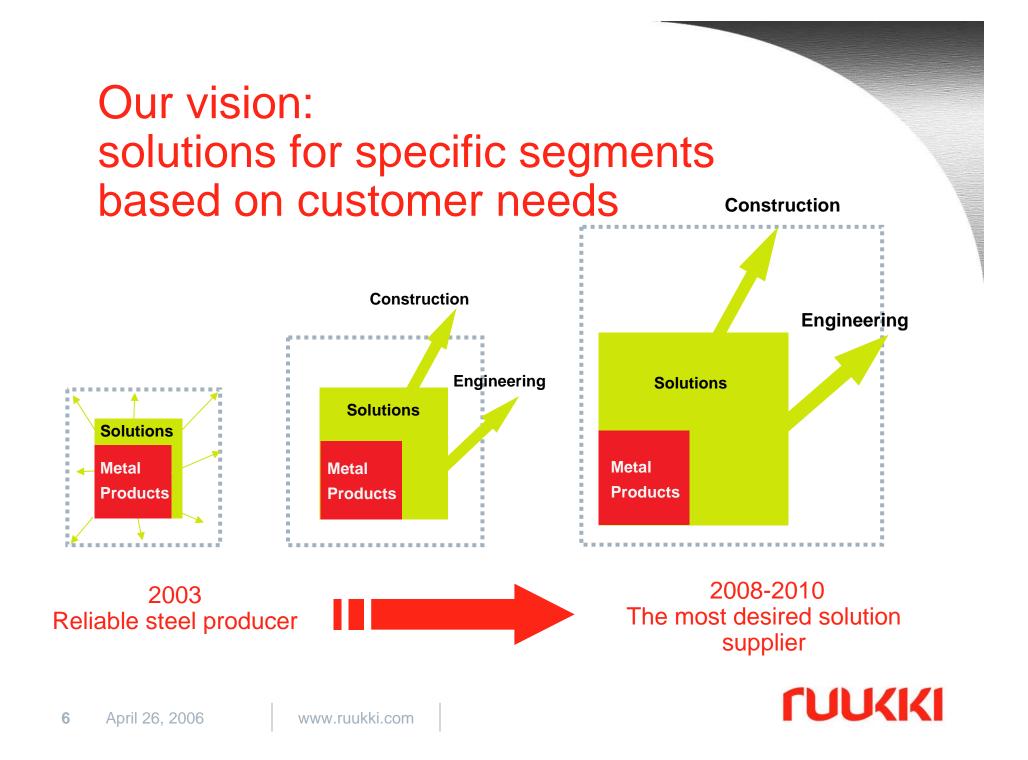






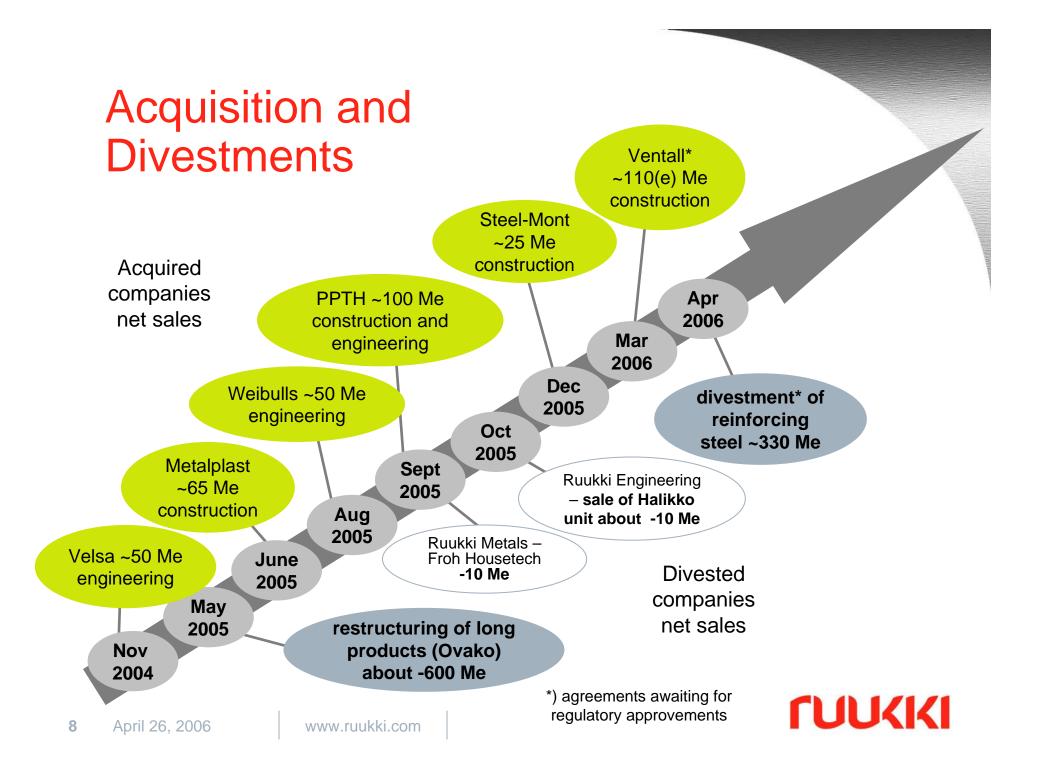
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### **Recent Structural Changes**





## Acquisition of OOO Ventall\*, Russia





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\* The transaction still requires the approval of competition authorities and is expected to be finalised in May 2006

## Ventall\* – the leading steel constructor in Russia

- Key figures in 2005
  - net sales EUR 70 million
  - EBIT EUR 15.5 million
  - employees 1,238
- Estimated net sales in 2006 EUR 110 million
- Designs, manufactures and supplies steel frame structures and sandwich elements
- Most of the EUR 30 million expansion program completed
  - triples production capacity and enables significant growth



\* The transaction still requires the approval of competition authorities and is expected to be finalised in May 2006

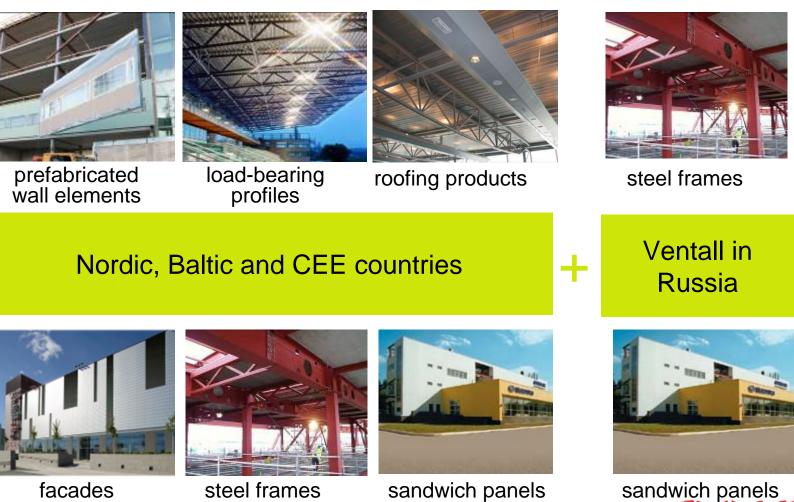


## Ventall\* strengthens our delivery capabilities in Russia and Ukraine

- Ruukki's existing focus on construction markets in Nordic, Baltic and CEE countries
- Ventall
  - brings strong market presence and manufacturing in Russia
  - designs and supplies steel frame structures and sandwich elements
- Combined design expertise and product range
  - significant increase in our delivery capabilities in Russia and Ukraine



### Acquisition strengthens our delivery capabilities in Russia and Ukraine



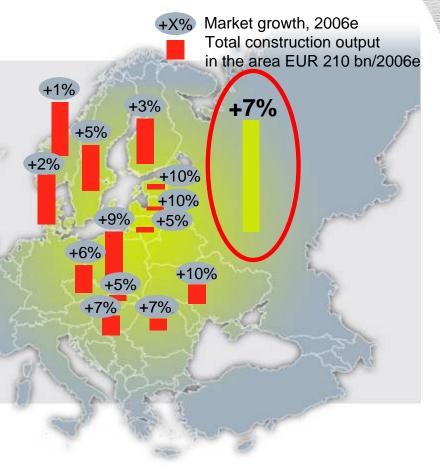
\* The transaction still requires the approval of competition authorities and is expected to be finalised in May 2006





#### Commercial construction growing considerably in Russia

- Russian steel construction market estimated at about EUR 700 million
  - Ventall's\* market share about 7 per cent
  - in sandwich elements Ventall's\* market share about 15 per cent
- Ventall\* more than doubles Ruukki's net sales in Russia (EUR 70 million in 2005)



#### Source: Euroconstruct, VTT, Buildecon

\* The transaction still requires the approval of competition authorities and is expected to be finalised in May 2006



## Ruukki's construction operations have been strengthened by acquisitions

#### Metalplast, Poland

- net sales EUR ~65 million
- complementing sandwich panels deliveries

#### • PPTH, Finland

- net sales EUR ~100 million
- steel structures and project management

#### Steel-Mont, Slovakia

- net sales EUR ~25 million
- steel structures
- Ventall\*, Russia
  - net sales EUR ~110 million (2006e)
  - steel frame structures and sandwich elements

\* The transaction still requires the approval of competition



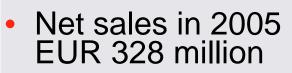
### **Divestment\* of Nordic Reinforcing Business**



\*)The transaction is subject to relevant regulatory approvals and it is expected to close by June 30, 2006



#### Streamlining the corporate structure



- Employees 689
- Significant Nordic player in Ølstykke
  reinforcing steel
- Currently part of Ruukki Metals (\*

#### – billets 0,15 Mt

**Oslo** 

Ovästerås Halmstad

#### Distribution and manufacturing service companies

Mo i Rana, Norway

reinforcing steel 0,5 Mt

Finland, Sweden, Norway and Denmark

\*) Fundia Armeringsstål AS, Fundia Betoniteräkset Oy, Fundia Armering AB, Fundia Armering AS ja Fundia Armering A/S



#### Divestment\* of non-strategic operation

- The majority of the long steel products were spun off into Oy Ovako Ab already in 2005
- Current restructuring
  - completes the arrangements to exit from long steel business
  - further gears the company operations towards solutions business
- Reinforcing has no operational synergies with the solution businesses
- Transaction value corresponds to the book value of EUR 123 million at the end of March, 2006



### **Business Environment**



#### Overall demand continued good

- Underlying demand in construction developing well
  - normal low season in construction activity during the first quarter
  - business expected to pick up during the second quarter
- Continued strong order books in engineering industry
  - demand in Lifting, Handling and Transportation very strong
  - strong order books in Marine and Offshore
- Steel product markets strengthening
  - demand and prices improving
  - inventory levels low/normal



### **Financials 1-3/2006**

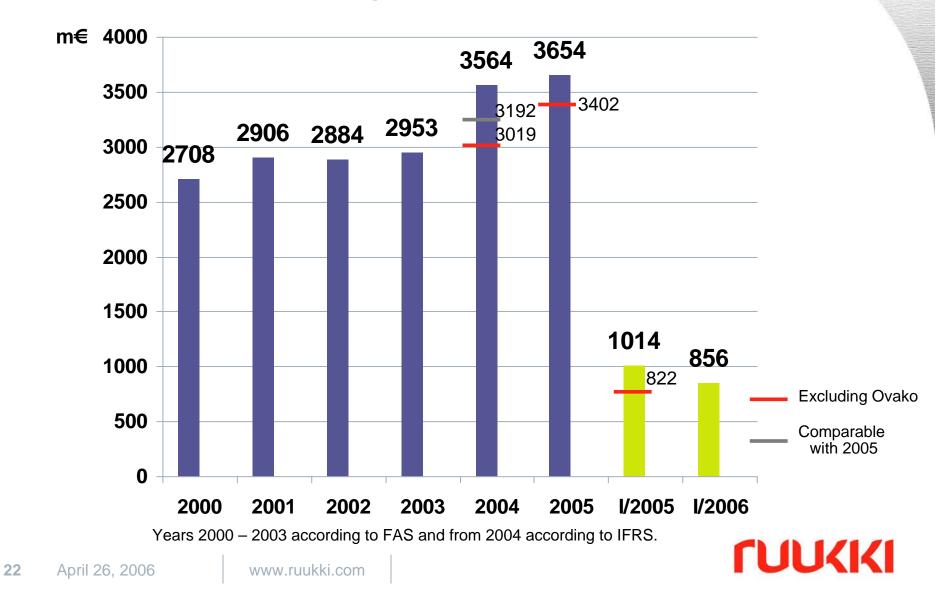


## Profitability was at a good level but decreased compared with year before

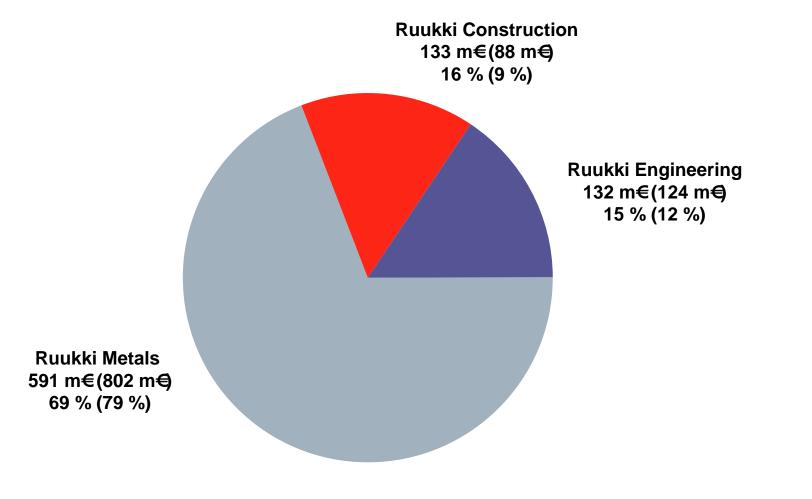
- Rolling 12-month's ROCE 29.5 % (33.7)
- Gearing 19,6 %
- Comparable net sales increased by 4 %
- Share of the solution businesses increased to 31 % (21) of net sales
- Profitability decreased from 1-3/2005
  - average sales prices decreased
  - steel making raw material costs increased
  - first quarter 2005 exceptionally strong
  - US-dollar EUR -13 million
- Other items
  - share bonus schemes EUR -19 million (of which EUR -14 million due to share price increase during the first quarter)



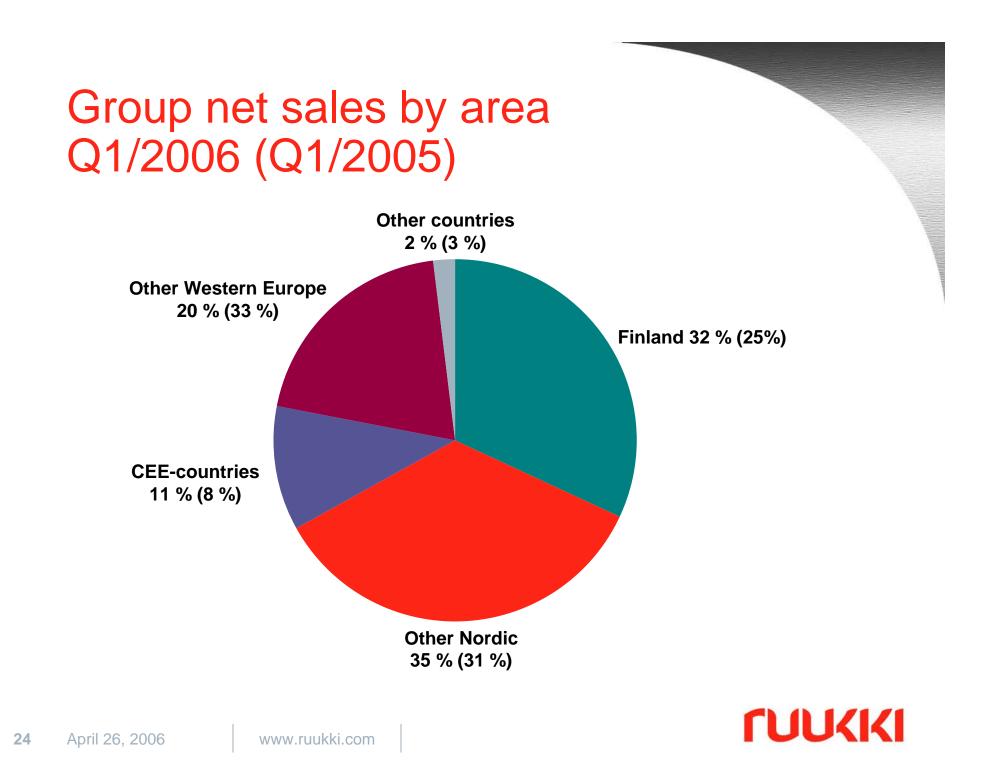
#### Net sales, Group total



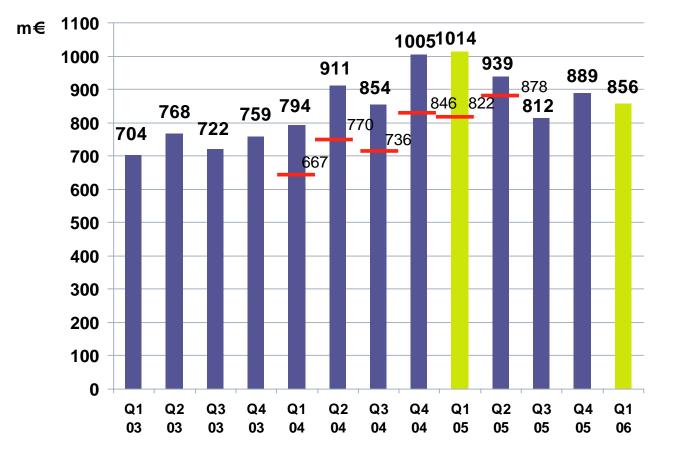
## Group net sales by division Q1/2006 (Q1/2005)







#### Quarterly net sales, Group total

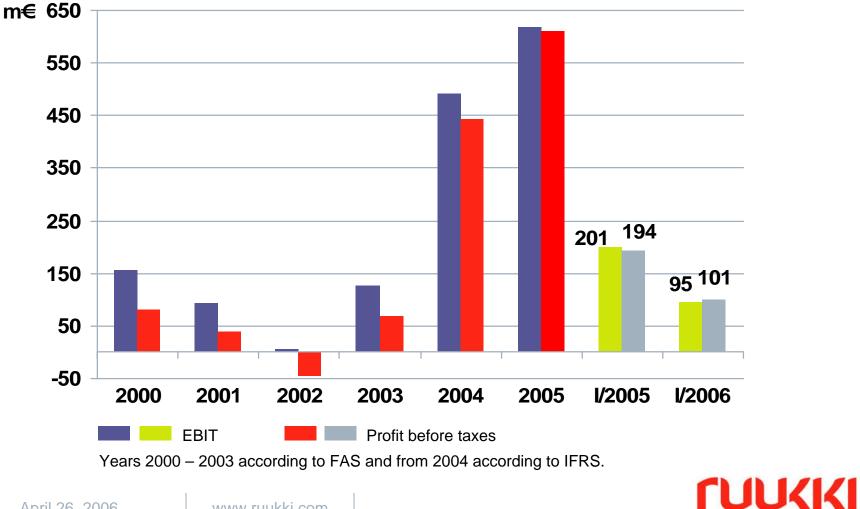


without Ovako

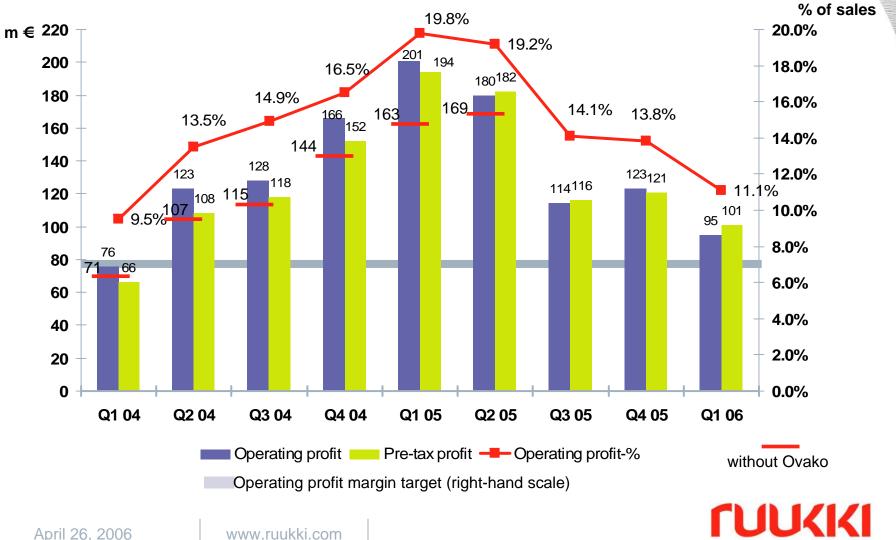
Years 2000 – 2003 according to FAS and from 2004 according to IFRS.



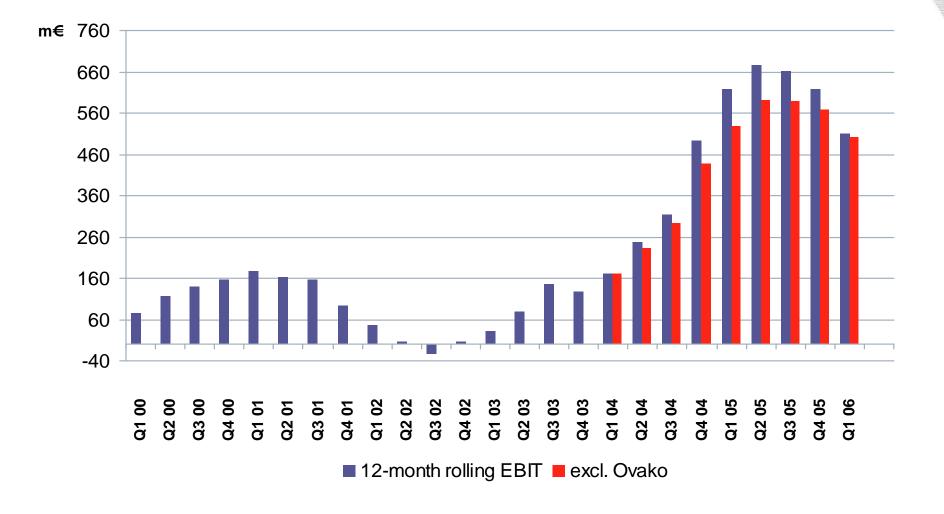
#### EBIT and profit before taxes 2000 - Q1/2006



#### Quarterly EBIT and profit before taxes, Group total

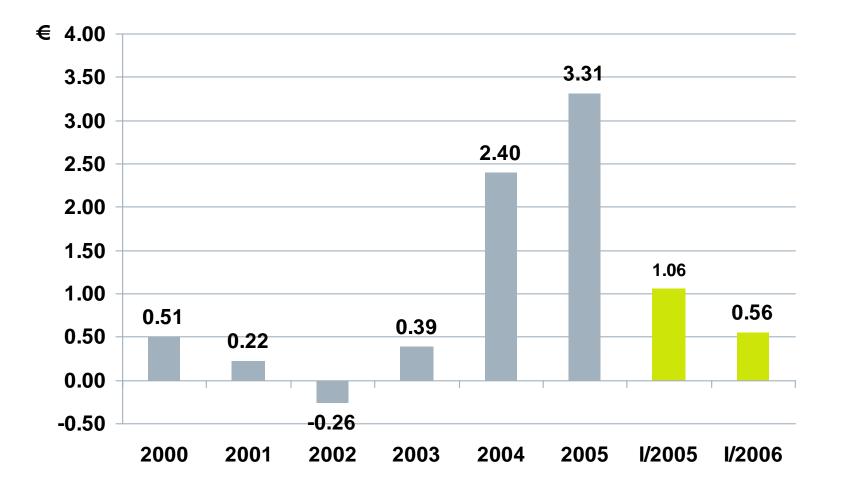


#### 12-Month rolling EBIT 2000-2006





#### Earnings per share

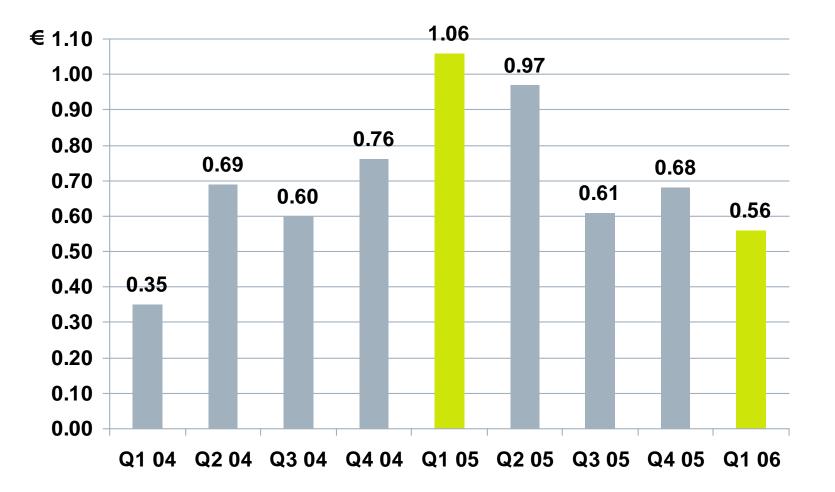


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Years 2000 – 2003 according to FAS and from 2004 according to IFRS.

#### Quarterly earnings per share

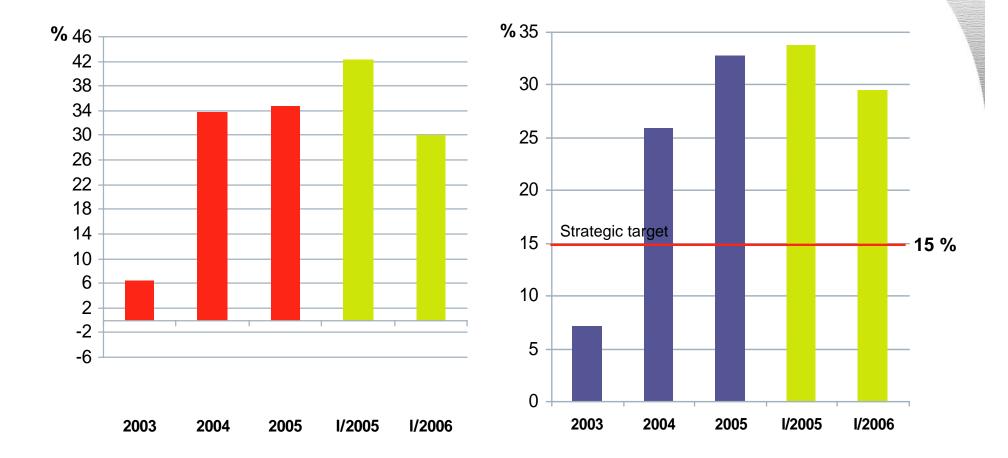
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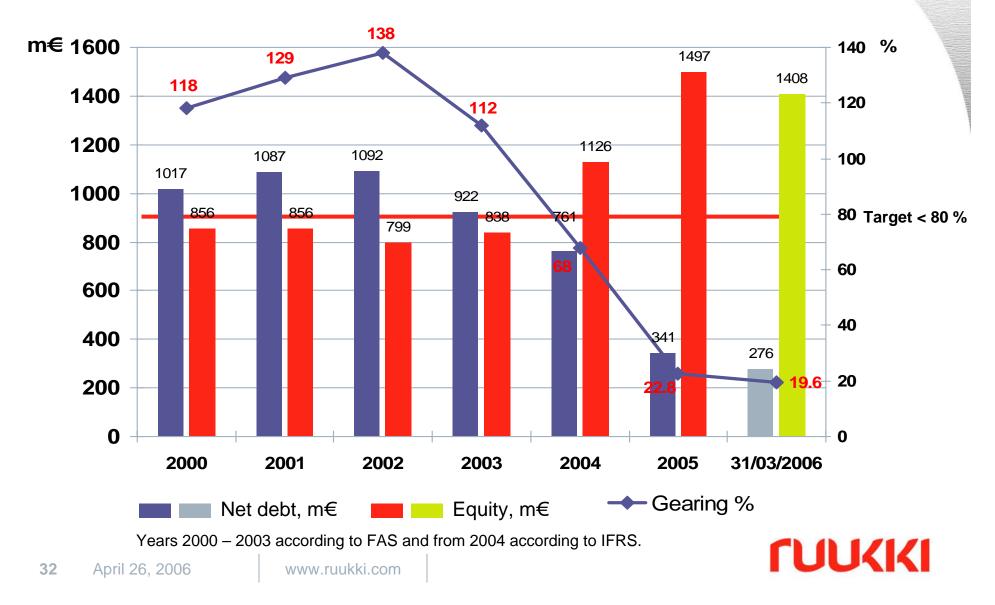
#### Return on equity



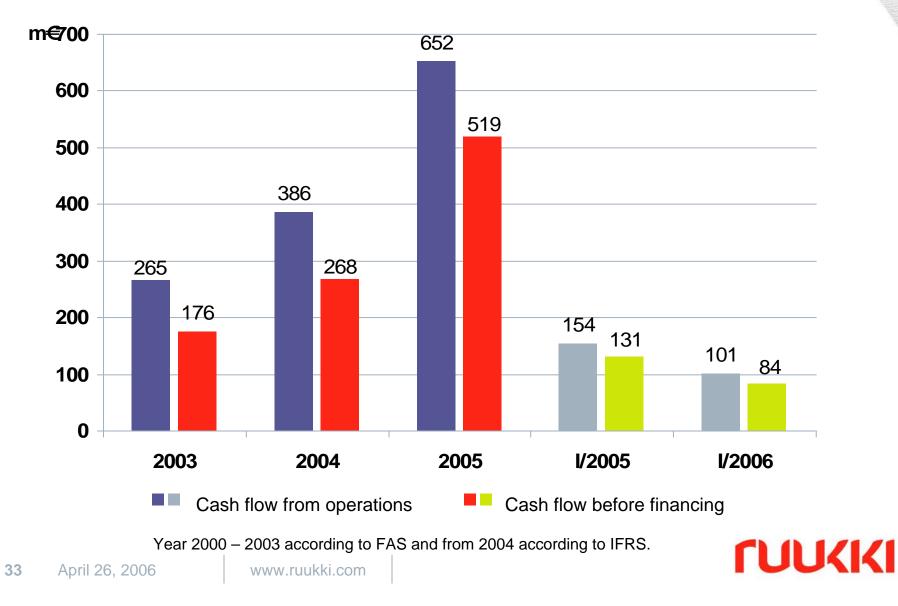
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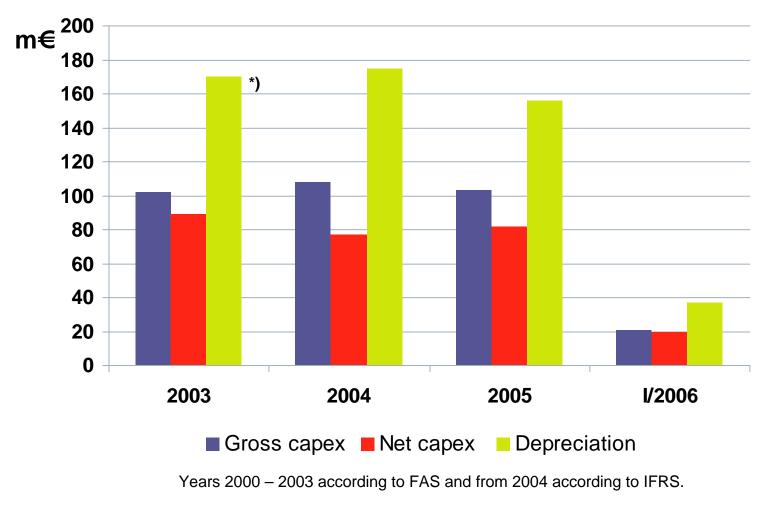
#### Net debt, equity, gearing



#### **Cash flow**



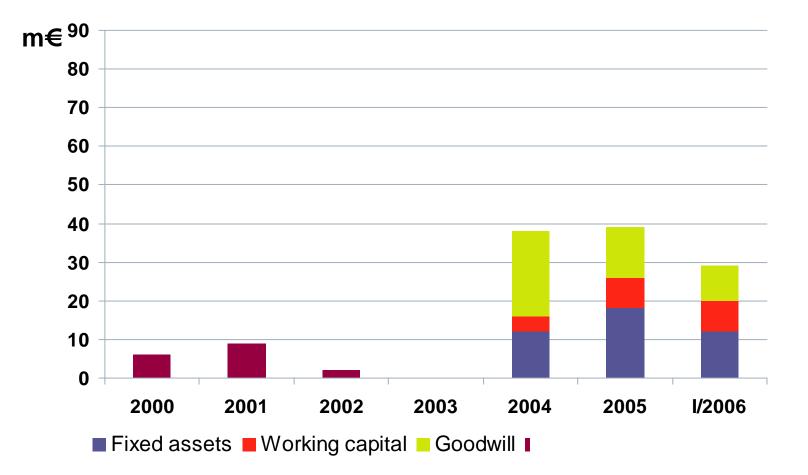
#### Capex vs. depreciation



\*) Excl. value reductions 33 m€



#### Acquisitions



Years 2000 – 2003 according to FAS and from 2004 according to IFRS.

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#### **Near-term Outlook**



#### Near-term outlook

- Demand is expected to remain firm within construction and engineering industry
- Prices of steel products are set to strengthen further over the spring and summer
- Raw material costs estimated to remain at the level seen in the second half of 2005
- Full-year net sales in 2006 are expected to be higher than comparable net sales in 2005
- The first half EBIT estimated to be at the good level posted in the second half of last year and to improve somewhat during the latter part of the year



### **Summary**



### Summary

- First major step to utilise growth opportunities in Russia
- Contract of reinforcing steel divestment
- Strong demand expected to continue in the main customer industries and steel prices strengthening
- The first half EBIT estimated to be at the good level posted in the second half of last year and to improve somewhat during the latter part of the year



### **TUUKKI** more with metals