

### Results for the third quarter 2009

Olof Faxander, President & CEO Marco Wirén, CFO October 30, 2009

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# Highlights – Q3 2009

- Signs of some recovery in steel demand in the quarter, high uncertainty remains for 2010
- Operating cash flow SEK 1bn, despite an operating loss
- SSAB North America reported positive earnings
- Fixed costs decreased by SEK 1.1bn, or 19%, in Q1-Q3 of which MSEK 500 is sustainable
- SSAB became a "core member" in the European ULCOS project to reduce CO<sub>2</sub> emissions from steel making

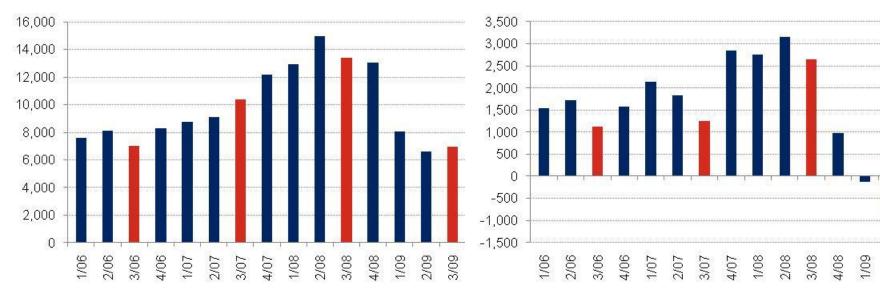




# The market stabilized during the period

SEK, millions

Sales



MSEK (except per share)	Q3-09	Q3-08	Chge, %
Sales	6 936	13 399	-48
EBIT	-936	2 640	n.m.
Operating cash-flow	1 026	1 344	-24
EPS, SEK	-2,33	5,91	n.m.

EBIT



2/09 3/09

### 2009 Q3 – Divisional highlights





SSAB Strip Products Demand has stabilized, Light Vehicles show good demand SSAB Plate Continued low demand in most segments



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# **SSAB Strip Products**

Leading supplier of advanced high strength steels

MSEK	Q3-09	Q3-08	Chge, %
Sales	2,026	4,530	-55
EBITDA	-578	1,223	n.m.
EBIT	-730	1,080	n.m.
EBIT-margin, %	-36	24	

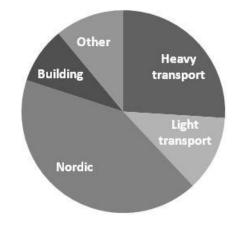
Incl. write-down of inventories of MSEK 60 (-)

#### **Production and Deliveries**

- Deliveries fell 47% in Q3-09 vs. Q3-08 and 13% vs. Q2-09
- AHSS 31% (37%) of total shipments
- The Luleå blast furnace was idled nine weeks, and was re-started by end-August
- Crude steel production was 200 (616) kt and strip production 233 (543) kt

#### **Market conditions**

- Prices on high strength steels, in local currencies, fell 4% from previous quarter
- Including mix and currency changes, prices fell 7%
- Demand has stabilized, Light Vehicles show good demand





# **SSAB** Plate

#### Global leader within Q&T steels

MSEK	Q3-09	Q3-08	Chge, %
Sales	1,562	2,995	-48
EBITDA	-284	683	n.m.
EBIT	-394	590	n.m.
EBIT-margin, %	-25	20	

Incl. write-down of inventories of MSEK 65 (-)

#### **Production and Deliveries**

- Deliveries of Q&T plate fell 56% in Q3-09 vs.Q3-08, but were flat compared with Q2-09
- Q&T 86% (95%) of total shipments
- Both blast furnaces were idled most of the quarter, the smaller one was re-started by end-August
- Crude steel production was 33 (223) kt and plate production 52 (125) kt

#### **Market conditions**

- ▶ Q&T prices, in local currencies, fell 10% from previous quarter
- Including mix and currency changes, prices decreased 17%
- Continued low demand in most segments



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# **SSAB North America**

#### Leading plate supplier in North America

MSEK	Q3-09	Q3-08	Chge, %
Sales	2,500	4,244	-41
EBITDA	460	1,116	-59
EBIT	134	827	-84
EBIT-margin, %	5	19	

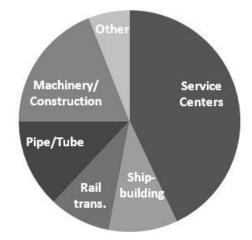
Incl. write-down of inventories of MSEK 21 (39). EBIT includes amortization on surplus values of MSEK 222 (198)

#### **Production and Deliveries**

- Plate deliveries were 21% lower in Q3-09 vs. Q3-08, but were up 66% vs. Q2-09
- Niche products 19% (16%) of total shipments
- Plate production increased in the period to meet demand and amounted to 477 (568) kt

#### **Market conditions**

- Prices in USD, incl. mix effects, increased 4% compared with previous quarter
- Stable scrap prices in July/August, but increased in September
- Demand within energy sector has improved





# Tibnor

Leading supplier of steel in the Nordic region

MSEK	Q3-09	Q3-08	Chge, %
Sales	1,122	2,489	-55
EBITDA	77	268	-71
EBIT	62	254	-76
EBIT-margin, %	6	10	

- Deliveries were 42% lower in Q3-09 vs. Q3-08, and 13% lower compared with Q2-09
- Reduction of working capital and a positive EBITDA led to positive cash-flow of MSEK 125 (92)
- The de-stocking process has been completed





SSAB



### Market outlook

- Pace and sustainability of recovery uncertain
- The de-stocking process among distributors has been completed
- Underlying demand from end-users uncertain, however energy sector developing well
- Production will increase due to re-start of idled capacity
- World market prices for steel increased in Q3





### Marco Wirén, CFO





## **Financials**

- Sales decreased 48% to MSEK 6,936
- **Operating loss of MSEK -936**
- Operating cash flow of MSEK 1,026
- Fixed costs reduced by SEK 1.1bn in Q1-3, or 19%, of which MSEK 500 is sustainable
- Reduction in net debt of MSEK 1,718 compared with end-Q2



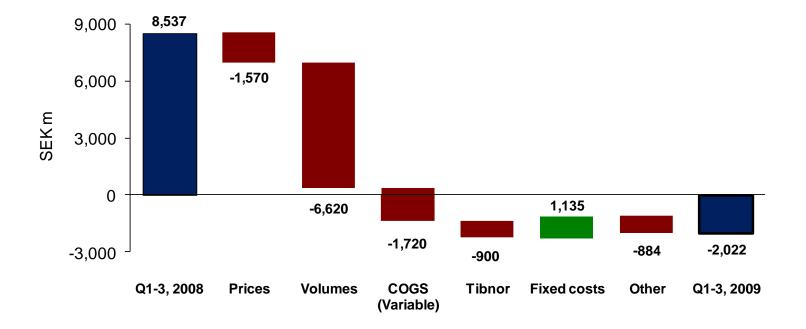


# **Key Figures**

SEK millions			FY
(except for EPS and Dividend))	Q3-09	Q3-08	2008
Sales	6,936	13,399	54,329
Operating profit	-936	2,640	9,516
Pre-tax profit	-1,098	2,734	8,953
Net profit	-746	1,943	6,508
Earnings per share, SEK	-2.33	5.91	19.90
Operating cash-flow	1,026	1,344	9,085
Debt/Equity, %	52	46	48
ROCE, % (entire op.)	-	-	17
ROE, % (entire op.)	-	-	22
Dividend, SEK			4.00

### Change in operating profit, Q1-3 2009 vs. Q1-3 2008

Change in operating profit, excluding non-recurring items, between the first nine months of 2009 and 2008 (SEK millions)



Other includes lower sale of by-products and slabs (MSEK -640), insurance indemnification in 2008 (MSEK -114), gain of sale of emission rights (MSEK 313)

Operating profit has been negatively affected by write-downs of MSEK 460 (50) on the finished goods inventory in the steel operations and Tibnor and by MSEK 316 (-) on the coke inventory.



# Operating cash flow by division

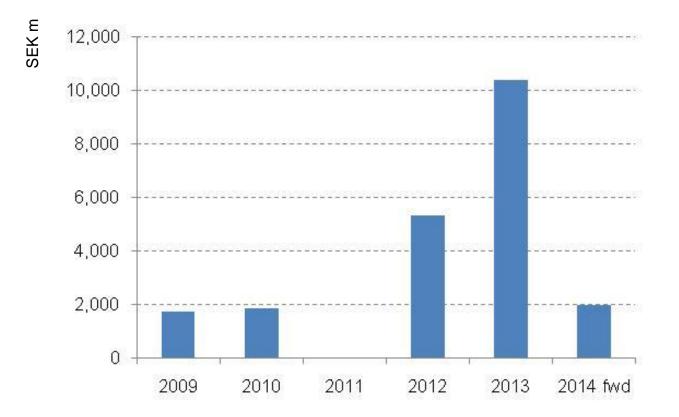
SEK millions	2009	2008	Oct-08 -	2008
	Q3	Q3	Sep-09	FY
SSAB Strip Products	128	-110	1,346	2,692
SSAB Plate	378	53	1,205	1,818
SSAB North America	309	1,466	2,604	4,139
Tubular (until divestment)	0	0	0	-160
Tibnor	125	92	658	677
Other	86	-157	671	-81
Operating cash flow	1,026	1,344	6,484	9,085
Financial items	-66	-275	-782	-1,132
Taxes	30	-166	-1,805	-2,566
Cash flow from operations	990	903	3,897	5,387
Acquisitions & Strategic investments	-173	-117	-1,066	-780
Divestments	1	0	101	24,918
Dividends, Financing & other	0	0	-1,296	-803
Currency translation effects	900	-3,135	-1,624	-2,071
Change in net debt	1,718	-2,349	12	26,651

# Financing & Liquidity

- Net debt decreased by SEK 1.7bn from previous quarter and was SEK 15.7bn, and the gearing remained at 52%
- As of September 30, 48% of the loan portfolio consisted of financing in USD while the share at the end of 2008 was 91%
- Equity/asset ratio at 49%
- Working capital reduced by SEK 5bn in Q1-3
- Commercial papers amounted to SEK 2.1bn (September 30)
- The average term on the loan portfolio at 3.2 years with an interest term of 0.8 years



# **Debt Maturity**



Commercial papers amounted to MSEK 2,147 (September 30)

# New organization and Summary

### Olof Faxander, President & CEO





# SSAB's strategic goals

- Increase niche volumes to 50% of total shipments by 2015
- Ensure strong position in Europe, North America and Asia
- World leader in the niche on the production, process development, innovation and sales



# New organization

- Implement a new organization to achieve strategic goals and to optimize the offering to the customer
- Three business areas will be established to replace the existing divisions (SSAB Strip Products, SSAB Plate, SSAB North America)
- The new business areas will be;
  - SSAB EMEA (Europe, Middle East, Africa)
  - SSAB Americas
  - SSAB APAC (Asia, Pacific)
- ► The new organization will be implemented as of January 1, 2010
- ► The financial reporting will be according to the new business areas



# Actions and Outlook

- Normal production in the U.S. mills expected for Q4
- Two blast furnaces back into production, the third one is planned to be re-started
- Cost savings program progresses, with continued focus on cash flow
- Capex for 2009 will be approx. SEK 2bn, focus on developing quenched steel in Borlänge and Mobile
- Of the SEK 5.3bn strategic investment program, announced in 2008, SEK 1.5 bn has been committed, the remainder is under review
- Operating earnings in Q4 will clearly be better than what was reported for Q3





## Summary

Strong cash-flow, despite an operating loss

- Heavy reduction of fixed costs
- Steel demand showed some recovery in Q3, which resulted in higher steel prices
- Higher utilization rates in the U.S., crude steel production in Sweden re-started
- New organization to achieve strategic goals and to optimize the offering to the customer







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