



2013 BUSINESS YEAR RESULTS
ACERINOX

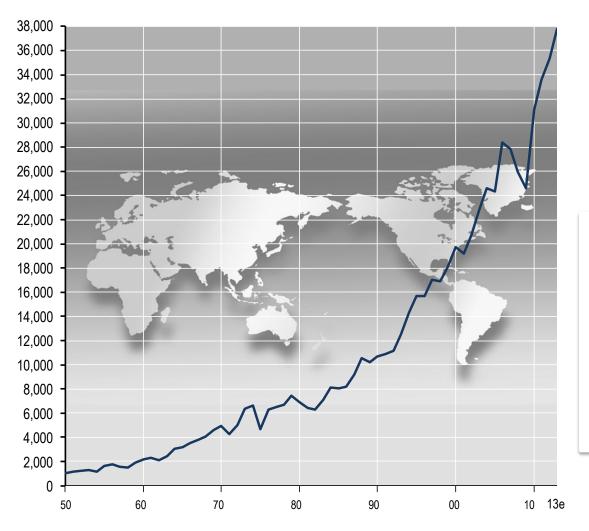
MAIN FINANCIAL FIGURES OF ACERINOX

	2013	2012	Variation
Net Sales	3,966.28	4,554.69	-12.9%
EBITDA	228.14	197.60	15.5%
EBIT	88.28	47.74	84.9%
Results after Taxes and Minorities	22.07	-18.33	
Net Financial Debt	529.33	581.54	-9.0%
Net Financial Deb / EBITDA	2.32	2.94	-21.2%
Net Financial Debt / Equity	34.1%	33.9%	0.4%



STAINLESS STEEL WORLDWIDE PRODUCTION

Thousand tons



2013e World production of Stainless Steel:

37.8 million Mt

Compound annual growth rate

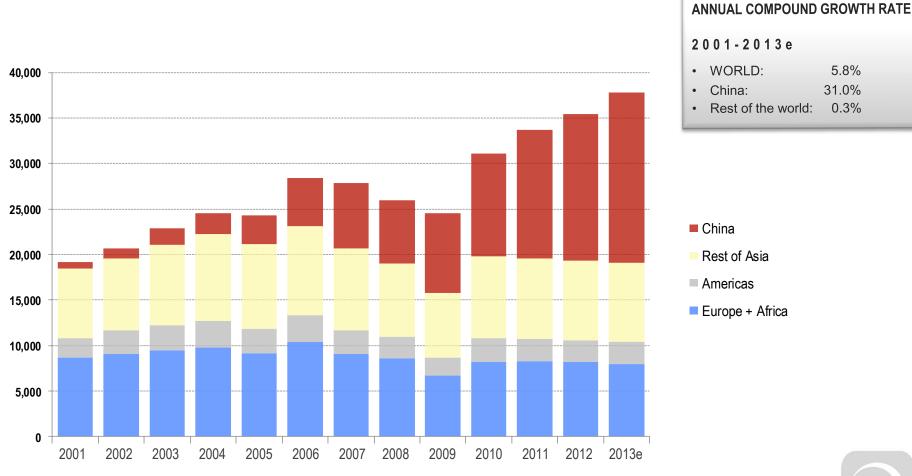
1950 – 2013e:

+ 5.9%

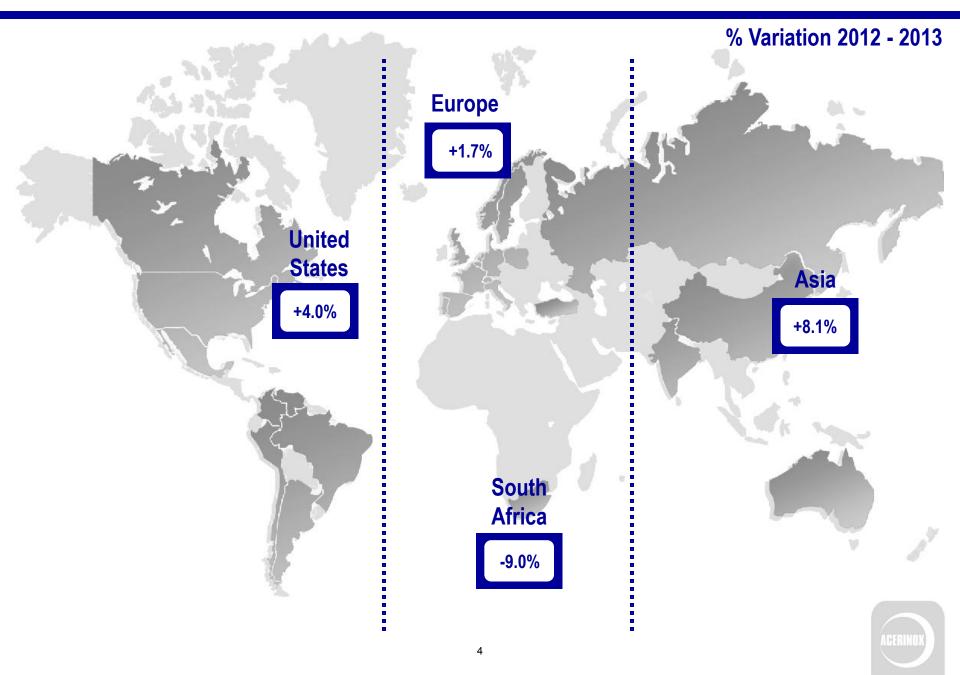


Million tons

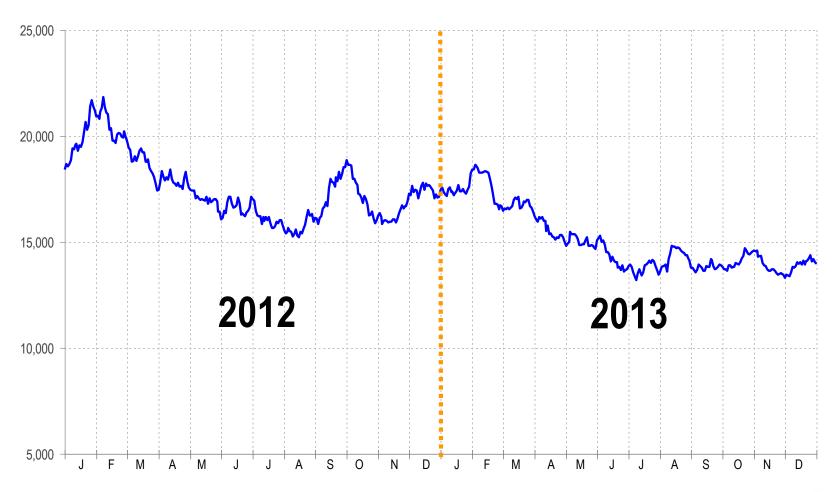
IN 2013 CHINA REPRESENTS 49% OF THE WORLD PRODUCTION



ESTIMATED APPARENT CONSUMPTION OF EACH MARKET



Average price: cash / three months (USD/Mt. Ni)





STAINLESS STEEL COLD ROLLED SHEET PRICES AISI 304 2.0 mm [2012 - 2013]

USD/Mt, final price, alloy surcharge included





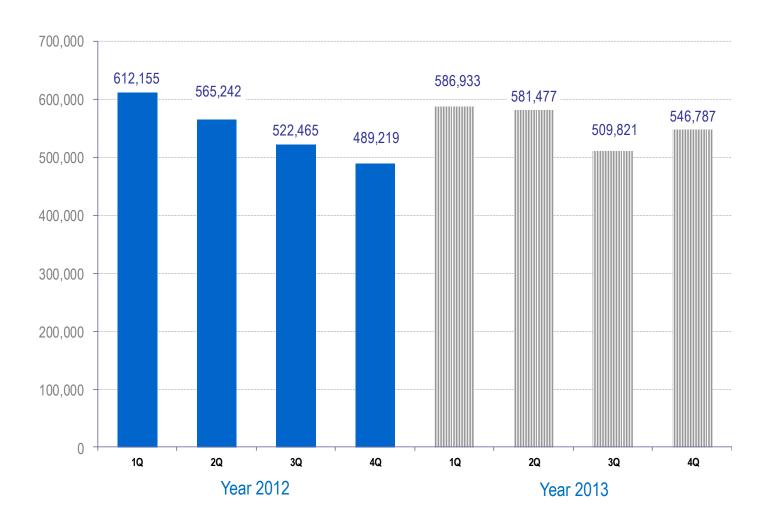
PRODUCTION OF ACERINOX

Thousand tons

		2013				2012	
		1Q	2Q	3Q	4Q	Accumulated	Jan-Dec
Melting shop		586.9	581.5	509.8	546.8	2,225.0	2,189.1
Hot rolling shop	and [514.8	484.8	464.5	476.9	1,941.0	1,914.9
Cold rolling shop	0SNO	365.5	380.6	362.6	390.6	1,499.4	1,418.1
Long product (Hot rolling)		58.4	58.1	53.2	53.3	223.0	221.5



Tons





HUMAN RESOURCES

	2013	2012	Variation
Acerinox, S.A.	62	65	-4.6%
Acerinox Europa	2,334	2,413	-3.3%
NAS	1,381	1,374	0.5%
Columbus	1,601	1,592	0.6%
Bahru Stainless	385	405	-4.9%
Roldan and Inoxfil	534	557	-4.1%
Spanish Trading Companies	244	305	-20.0%
Overseas Trading Companies	442	541	-18.3%
Total	6,983	7,252	-3.7%







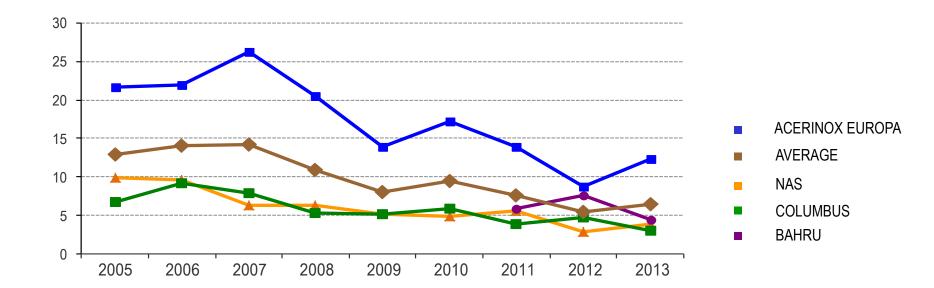








ACCIDENTS RATE



• Accident rate = total no. injuries or illnesses * 200,000 / no. worked hours.

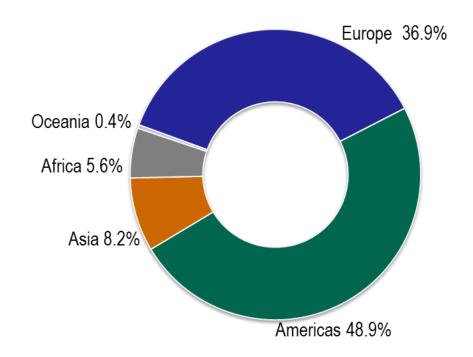


QUARTERLY PROFIT & LOSS ACCOUNT OF THE CONSOLIDATED GROUP

			Year 2012					Year	2013		
Million €	1Q 12	2Q 12	3Q 12	4Q 12	Accumulated	1Q 13	2Q 13	3Q 13	4Q 13	Accumulated	Variation year 2012
Net sales	1,230.42	1,188.72	1,098.92	1,036.63	4,554.69	1,035.41	1,036.11	966.82	927.93	3,966.28	-12.9%
Gross margin	341.86	320.85	242.00	244.10	1,148.81	303.20	286.24	262.44	284.29	1,136.17	-1.1%
% over sales	27.8%	27.0%	22.0%	23.5%	25.2%	29.3%	27.6%	27.1%	30.6%	28.6%	
Gross Operating Result / EBITDA	96.62	69.29	8.72	22.98	197.60	68.26	50.81	37.58	71.49	228.14	15.5%
% over sales	7.9%	5.8%	0.8%	2.2%	4.3%	6.6%	4.9%	3.9%	7.7%	5.8%	
EBIT	60.00	30.61	-28.71	-14.16	47.74	35.34	15.70	3.15	34.09	88.28	84.9%
% over sales	4.9%	2.6%	-2.6%	-1.4%	1.0%	3.4%	1.5%	0.3%	3.7%	2.2%	
Result before taxes	45.80	14.05	-46.05	-32.55	-18.76	22.59	0.80	-12.61	22.39	33.18	
Result after taxes	29.36	10.80	-31.48	-27.01	-18.33	15.31	0.80	-8.80	14.77	22.07	
and minorities											
Depreciation	36.89	37.56	37.07	36.46	147.98	33.23	33.88	33.96	33.91		-8.8%
Net cash flow	66.25	48.36	5.58	9.45	129.65	48.54	34.68	25.16	48.68	157.05	21.1%



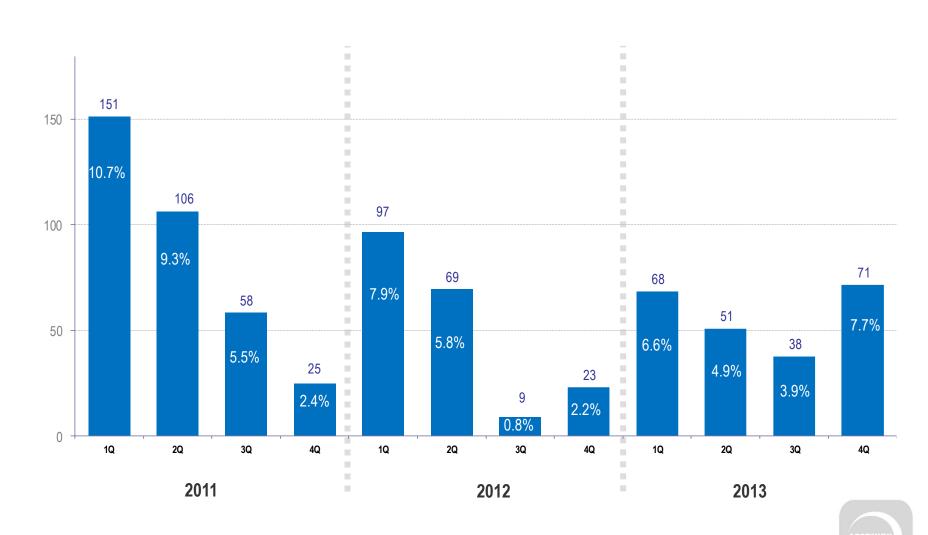
Year 2013





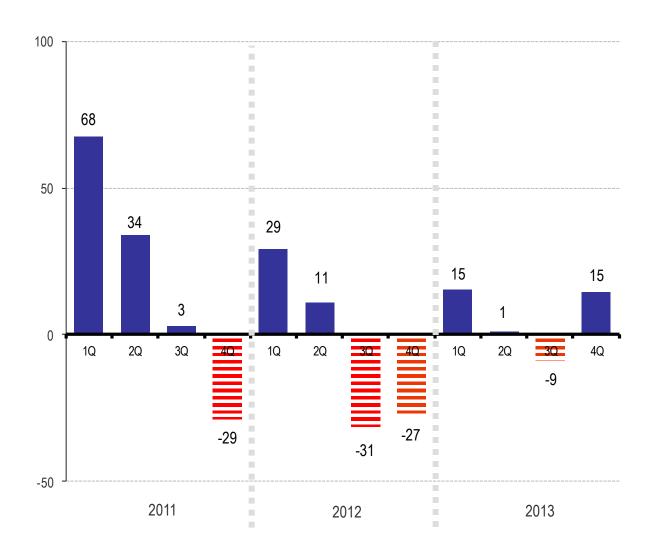
QUARTERLY EVOLUTION OF THE EBITDA OF THE CONSOLIDATED GROUP

Million euros (% over sales)



QUARTERLY EVOLUTION OF THE RESULT AFTER TAXES AND MINORITIES

Million euros





CONDENSED BALANCE SHEET OF THE CONSOLIDATED GROUP

ASSETS		2013	2012	Variation
Non current assets		2,200.07	2,308.17	-4.7%
Current assets		1,790.90	1,907.46	-6.1%
Inventories		729.59	870.48	-16.2%
Debtors		410.55	428.70	-4.2%
Trade debtors	SO.	376.62	386.26	-2.5%
Other debtors	an and	33.94	42.44	-20.0%
Cash and other current assets	Million euros	650.76	608.28	7.0%
Total assets		3,990.97	4,215.63	-5.3%

Liabilities	2013	2012	Variación
Equity	1,553.22	1,713.01	-9.3%
Non current liabilities	990.61	1,178.12	-15.9%
Interest bearing loans and borrowings	750.66	895.40	-16.2%
Other non current liabilities	239.95	282.72	-15.1%
Current liabilities	50 50 50 50 50 50 50 50 50 50 50 50 50 5	1,324.50	9.3%
Interest bearing loans and borrowings	408.27	268.81	51.9%
Trade creditors	865.18	827.76	4.5%
Other current liabilities	173.68	227.93	-23.8%
Total equity and liabilities	3,990.97	4,215.63	-5.3%



EVOLUTION OF THE WORKING CAPITAL

Million euros





CONDENSED CASH FLOW STATEMENT OF THE CONSOLIDATED GROUP

Million euros

	Jan - Dec 2013	Jan - Dec 2012
Result before taxes	33.2	-18.8
Adjustments for:	185.7	217.6
Depreciation and amortisation	135.0	148.0
Changes in provisions and impairments	1.7	4.2
Other adjustments in the result	49.0	65.5
Changes in working capital	149.1	470.1
Changes in operating working capital	187.9	530.5
· Inventories	140.9	248.9
· Trade debtors	9.6	90.7
· Trade creditors	37.4	190.8
Others	-38.8	-60.4
Other cash-flow from operating activities	-108.7	-103.5
Income tax	-54.7	-41.4
Financial expenses	-54.0	-62.2
NET CASH-FLOW FROM OPERATING ACTIVITIES	259.3	565.5
Payments for investments on fixed assets	-160.8	-150.5
Others	-1.3	-0.2
		-
NET CASH-FLOW FROM INVESTING ACTIVITIES	-162.1	-150.7
NET CASH-FLOW GENERATED	97.2	414.7
Acquisition of treasury shares	0.0	0.0
Dividends payed to shareholders and minorities	-46.8	-112.2
Changes in net debt	18.5	116.7
Changes in bank debt	-5.3	113.0
Conversion differences	23.8	3.7
Attributable to minority interests	0.0	0.0
Others	0.1	0.7
NET CASH-FLOW FROM FINANCING ACTIVITIES	-28.3	5.2
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	68.9	420.0
Opening cash and cash equivalents	582.7	164.6
Effect of the exchange rate fluctuations on cash held	-22.0	-1.9
CLOSING CASH AND CASH EQUIVALENTS	629.6	582.7
17		



STOCK MARKET EVOLUTION OF ACERINOX, S.A. & IBEX 35

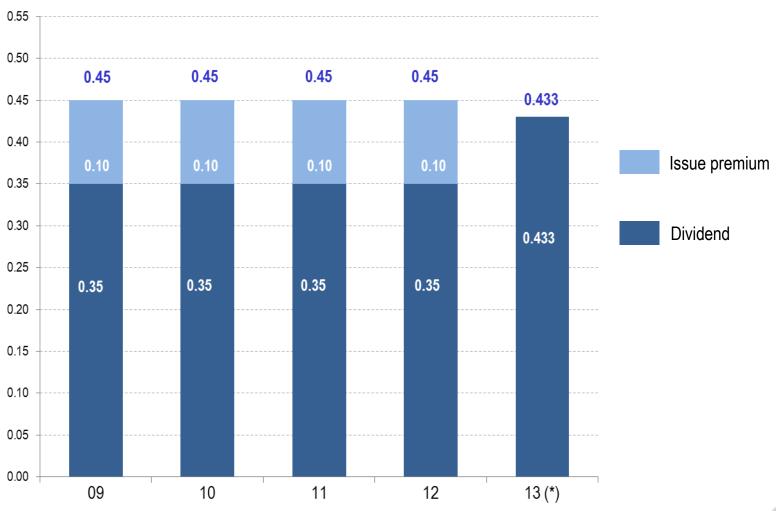
Daily percentage data, year 2013





RETURN TO SHAREHOLDERS

Euros/Share

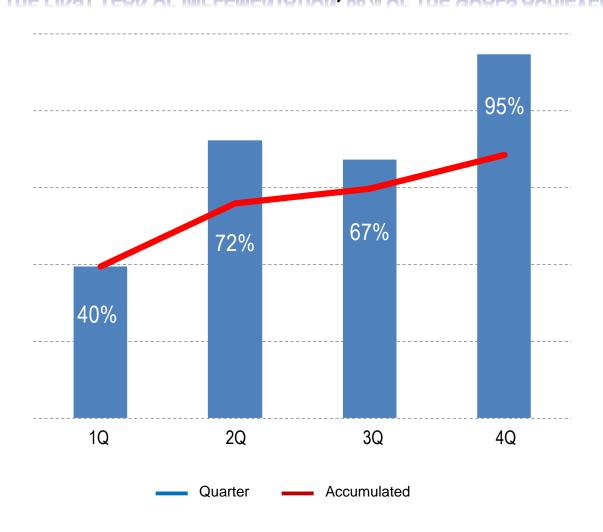


(*) Scrip dividend

Excellence Plan I	Excellence plan II	Excellence plan III
2009 - 2010	2011 – 2012	2013 – 2014
■ 10 chapters	■ 15 chapters	■ 16 chapters
■ Internal benchmarking	Internal benchmarking	Internal benchmarking
■ Realistic targets	 Realistic targets (including part of Excellence I) 	 Realistic targets (including part of Excellence I and II)
■ Recurrent savings:	■ Recurrent savings:	■ Recurrent savings:
133 million €/year	90 million €/year	60 million €/year
■ Result: 73% (97 million €)	■ Result: 59% (53 million €)	Already reached in 2013: 68%(41 million €)



IN THE FIRST YEAR OF IMPLEMENTATION, 68% OF THE GOALS ACHIEVED





CONSOLIDATED GROUP INVESTMENTS

Million euros

2013	2012
0.7	0.2
39.6	41.3
8.5	17.6
16.0	7.7
59.3	139.6
1.6	1.3
0.1	0.1
0.4	1.4
126.3	209.1
	8.5 16.0







ACCUMULATED INVESTMENT: 570 MILLION EUROS

PRODUCTION 2013: +63%

JOINING EXCELLENCE PLAN III IN JANUARY 2014

STABLE TECHNICAL STAFF AND MEETING WITH LEARNING CURVE

MALAYSIA MARKET SHARE 21%, ASEAN 10%

EXPORTS 63%

ENGINEERING SUCCESSIVE STAGES IN PREPARATION



FIVE KEYS TO THE FUTURE

Economic situation Overcapacity **Raw Materials** Reindustrialisation Excellence





ATLAS V

United Launch Alliance (ULA)

No. launches: 43 (2002 - 2014)

Propulsion of the Second Stage:

Tank: AISI 301 Fuel: H₂-O₂

Supplier: NAS







