



# FY05 Financial Results

February 16th, 2006



# Introduction

- **Today's agenda: review of 2005 achievements**
- **Starting on the 28<sup>th</sup> of February, Arcelor will present the next phase of its value plan to its shareholders**
  - This value plan will provide investors with detailed information on the forward strategy we will pursue as an independent entity
  - It will demonstrate that the value that Arcelor is creating for its shareholders far exceeds the value proposed by Mittal Steel through its announced hostile offer



# FY05 Highlights



## Excellent Results

- **ROCE of 26.5%**
- **EBITDA of Euros 5.6 bn in a challenging environment**
- **CAGR of 30% for EBITDA from 2002 to 2005**
- **Well balanced portfolio of products, geographies and customers**
- **Prices over volumes**
- **Active Portfolio Management**
- **Consolidation of Arcelor's assets in Brazil, successful listing of Arcelor Brasil**
- **Full consolidation of Acesita in Q4**
- **Cumulative management gains of Euros 1.9 bn since 2002**
- **Synergies fully achieved one year ahead of schedule**
- **Strong cash generation**
- **Continuation of progressive dividend policy**

# FY05 Highlights



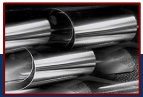
## Flat Carbon Steel

- ROCE of 31,3%
- State-of-the-art production facilities
- Continuous cost-cutting initiatives
- Optimization of European facilities on schedule
- Production cuts of 9% in Europe (FY05XFY04)



## Long Carbon Steel

- Stability of operational performance
- EBITDA margin of 20,7%
- Well established business with low cost operations and high growth applications



## Stainless Steel and Alloys

- Continuous cost-cutting initiatives
- Carinox commissioned- significant positive impact on the cost base
- Full consolidation of Acesita – one of the highest EBITDA margins in the industry
- Launch of strategic review



## A3S

- Strategically reducing the volatility of margins for Flat and Long businesses
- Expansion into new markets in Eastern Europe, Asia and Americas
- 13,7 mn tons sold in 2005
- Inventories decreased 25% in tonnage

# Key Figures



Euros mn  (unaudited for 2005 figures)	Q4 2004*	Q4 2005**	FY 2004*	FY 2005 **	Change on comparable basis	
					Q/Q	FY/FY
<b>Revenue</b>	8 431	<b>8 352</b>	30 176	<b>32 611</b>	<b>-3,3%</b>	<b>3,9%</b>
<b>Gross op. result (EBITDA)</b> <i>as % of revenue</i>	1 464 17,4%	<b>1 136</b> <b>13,6%</b>	4 341 14,4%	<b>5 641</b> <b>17,3%</b>		
<i>...incl. non-recurring items</i>	-43	<b>47</b>	-245	<b>106</b>		
<b>Depreciation &amp; Amortisation</b>	-342	<b>-203</b>	-1 147	<b>-1 265</b>		
<b>Operating result (EBIT)</b> <i>as % of revenue</i>	1 122 13,3%	<b>933</b> <b>11,2%</b>	3 194 10,6%	<b>4 376</b> <b>13,4%</b>		
<i>... incl. non-recurring items***</i>	-27	<b>202</b>	-227	<b>198</b>		
<b>Net result, Group share</b> <i>as % of revenue</i>	820 9,7%	<b>1 252</b> <b>15,0%</b>	2 314 7,7%	<b>3 846</b> <b>11,8%</b>		
<b>EPS (€)</b>	1,34	<b>2,03</b>	4,26	<b>6,26</b>		
<b>Gearing</b>			20,4%	<b>7,1%</b>		
<b>ROCE</b>			26,6%	<b>26,5%</b>		

\* CST consolidated as of October 1<sup>st</sup> 2004, Acindar consolidated as of May 1<sup>st</sup>

\*\* Acesita consolidated as of October 1<sup>st</sup> 2005

\*\*\* Main non-recurring items: Stainless Impairments Euros 119 mn, Disposal of Rebar business in Spain Euros 96 mn, Acesita Purchase Accounting Euros -53 mn

# Flat Carbon Steel



Euros mn	Q4 2004*	Q4 2005	FY 2004*	FY 2005	Change on comparable basis	
					Q/Q	FY/FY
(unaudited for 2005 figures)						
<b>Revenue</b>	4 680	<b>4 520</b>	16 139	<b>18 060</b>	<b>-3,4%</b>	<b>3,3%</b>
<b>Gross op. result (EBITDA)</b>	908	<b>609</b>	2 299	<b>3 634</b>		
<i>as % of revenue</i>	19,4%	<b>13,5%</b>	14,2%	<b>20,1%</b>		
<i>...incl. non-recurring items</i>	-2	<b>69</b>	-192	<b>18</b>		
<i>EBITDA/Ton</i>	114	<b>84</b>	81	<b>129</b>		
<b>Depreciation &amp; Amortisation</b>	-182	<b>-228</b>	-633	<b>-861</b>		
<b>Operating result (EBIT)</b>	726	<b>381</b>	1 666	<b>2 773</b>		
<i>as % of revenue</i>	15,5%	<b>8,4%</b>	10,3%	<b>15,4%</b>		
<i>... incl. non-recurring items</i>	19	<b>69</b>	-178	<b>18</b>		
<b>ROCE</b>			25,2%	<b>31,3%</b>		
<b>Crude Steel Production (mn tons)</b>	9,0	<b>8,2</b>	31,9	<b>32,9</b>		
<b>Shipments (mn tons)</b>	8,0	<b>7,3</b>	28,4	<b>28,1</b>		

Mix/Vol Effect YoY  
-9.4%

Price effect YoY  
12.7%

# Long Carbon Steel



Euros mn	Q4 2004*	Q4 2005	FY 2004*	FY 2005	Change on comparable basis	
					Q/Q	FY/FY
(unaudited for 2005 figures)						
<b>Revenue</b>	1 650	<b>1 674</b>	6 221	<b>6 618</b>	<b>13,9%</b>	<b>12,0%</b>
<b>Gross op. result (EBITDA)</b>	340	<b>335</b>	1 287	<b>1 371</b>		
<i>as % of revenue</i>	20,6%	<b>20,0%</b>	20,7%	<b>20,7%</b>		
<i>...incl. non-recurring items</i>	0	<b>-2</b>	43	<b>94</b>		
<i>EBITDA/Ton</i>	106	<b>106</b>	96	<b>111</b>		
<b>Depreciation &amp; Amortisation</b>	-81	<b>-55</b>	-209	<b>-260</b>		
<b>Operating result (EBIT)</b>	259	<b>280</b>	1 078	<b>1 111</b>		
<i>as % of revenue</i>	15,7%	<b>16,7%</b>	17,3%	<b>16,8%</b>		
<i>... incl. non-recurring items</i>	0	<b>17</b>	88	<b>113</b>		
<b>ROCE</b>			39,2%	<b>32,9%</b>		
<b>Crude Steel Production (mn tons)**</b>	3,2	<b>2,9</b>	12,6	<b>11,4</b>		
<b>Shipments (mn tons)</b>	3,2	<b>3,2</b>	13,4	<b>12,3</b>		

Mix/Vol Effect YoY  
1,4%

Price effect YoY  
10,6%

\* Acindar consolidated as of May 1<sup>st</sup> 2004

\*\* Production of Gijon accounted for the Flat Carbon Sector

# Stainless Steel & Alloys



Euros mn	Q4 2004*	Q4 2005**	FY 2004*	FY 2005**	Change on comparable basis	
					Q/Q	FY/FY
(unaudited for 2005 figures)						
<b>Revenue</b>	1 159	<b>1 199</b>	4 577	<b>4 028</b>	<b>-4,1%</b>	<b>-0,4%</b>
<b>Gross op. result (EBITDA)</b>	98	<b>8</b>	258	<b>173</b>		
<i>as % of revenue</i>	8,5%	<b>0,7%</b>	5,6%	<b>4,3%</b>		
<i>...incl. non-recurring items</i>	-18	<b>-53</b>	-65	<b>-55</b>		
<b>Depreciation &amp; Amortisation</b>	-31	<b>35</b>	-141	<b>-80</b>		
<b>Operating result (EBIT)</b>	67	<b>43</b>	117	<b>93</b>		
<i>as % of revenue</i>	5,8%	<b>3,6%</b>	2,6%	<b>2,3%</b>		
<i>... incl. non-recurring items</i>	-18	<b>66</b>	-86	<b>18</b>		
<b>ROCE</b>			12,8%	<b>7,4%</b>		
<b>Crude Steel Production (mn tons)</b>	0,57	<b>0,58</b>	2,4	<b>1,7</b>		
<b>Shipments (mn tons)</b>	0,49	<b>0,54</b>	2,1	<b>1,6</b>		

Mix/Vol Effect YoY

-5.1%

Price effect YoY

4.6%

\*Industeel not included as part of the Stainless Division since 1<sup>st</sup> of January 2005

\*\* Acesita consolidated as of October 1<sup>st</sup> 2005. Stainless including Acesita FY05 consolidation: Revenue Euros 4832mn, EBITDA Euros 424mn, EBIT Euros 308mn



# A3S – Arcelor Steel Solutions and Services



Euros mn  (unaudited for 2005 figures)	Q4 2004*	Q4 2005	FY 2004*	FY 2005	Change on comparable basis	
					Q/Q	FY/FY
<b>Revenue</b>	2 365	<b>2 211</b>	8 267	<b>8 656</b>	<b>-12,1%</b>	<b>3,4%</b>
<b>Gross op. result (EBITDA)</b>	138	<b>98</b>	513	<b>328</b>		
<i>as % of revenue</i>	5,8%	<b>4,4%</b>	6,2%	<b>3,8%</b>		
<i>...incl. non-recurring items</i>	-23		-21	<b>1</b>		
<b>Depreciation &amp; Amortisation</b>	-37	<b>-2</b>	-118	<b>-74</b>		
<b>Operating result (EBIT)</b>	101	<b>96</b>	395	<b>254</b>		
<i>as % of revenue</i>	4,3%	<b>4,3%</b>	4,8%	<b>2,9%</b>		
<i>... incl. non-recurring items</i>	-28	<b>10</b>	-30	<b>1</b>		
<b>ROCE</b>			24,2%	<b>18,4%</b>		
<b>Sourced from Arcelor</b>	71%	<b>76%</b>	71%	<b>74%</b>		
<b>Sourced Externally</b>	29%	<b>24%</b>	29%	<b>26%</b>		
<b>Total volume sold (mn tons)</b>	3,78	<b>3,52</b>	14,9	<b>13,7</b>		

Mix/Vol Effect YoY  
-8,9%

Price effect YoY  
12,3%

# Balance Sheet Indicators



<b>Euros mn (unaudited for 2005 figures)</b>	<b>12.31.2004</b>	<b>12.31.2005</b>	<b>Variation</b>
<b>Non-Current Assets*</b>	<b>13 879</b>	<b>16 787</b>	<b>2 908</b>
<b>Working Capital Requirements</b>	<b>4 003</b>	<b>4 827</b>	<b>824</b>
<b>Total</b>	<b>17 882</b>	<b>21 614</b>	<b>3 732</b>
<b>Shareholders Equity</b>	<b>12 317</b>	<b>17 633</b>	<b>5 316</b>
<b>-Group Share</b>	<b>10 902</b>	<b>15 109</b>	<b>4 207</b>
<b>Provisions**</b>	<b>3 053</b>	<b>2 724</b>	<b>-329</b>
<b>Net Financial Debt</b>	<b>2 512</b>	<b>1 257</b>	<b>-1 255</b>
<b>Gearing</b>	<b>20,4%</b>	<b>7,1%</b>	<b>-65,2%</b>

\* Non Current assets minus deferred taxes assets and revaluation of financial instruments

\*\*Provisions including net deferred taxes

# Consolidated Income Statement



<b>Euros mn (unaudited for 2005 figures)</b>	<b>Q4 2004*</b>	<b>Q4 2005**</b>	<b>FY 2004*</b>	<b>FY 2005**</b>
<b>Revenue</b>	8 431	8 352	<b>30 176</b>	<b>32 611</b>
<b>Gross op. result (EBITDA)</b>	1 464	1 136	<b>4 341</b>	<b>5 641</b>
Depreciation & Amortisation	-379	-232	-1 225	-1 294
Amortisation of goodwill	37	29	78	29
<b>Operating result (EBIT)</b>	<b>1 122</b>	<b>933</b>	<b>3 194</b>	<b>4 376</b>
Net financing costs	-196	-113	-367	-254
Income from associates	67	62	413	317
<b>Results before tax</b>	<b>993</b>	<b>882</b>	<b>3 240</b>	<b>4 439</b>
Income tax	-17	445	-523	-161
Result after tax	976	1 327	2 717	4 278
Minority interests	-156	-75	-403	-432
<b>Net result, Group share</b>	<b>820</b>	<b>1 252</b>	<b>2 314</b>	<b>3 846</b>

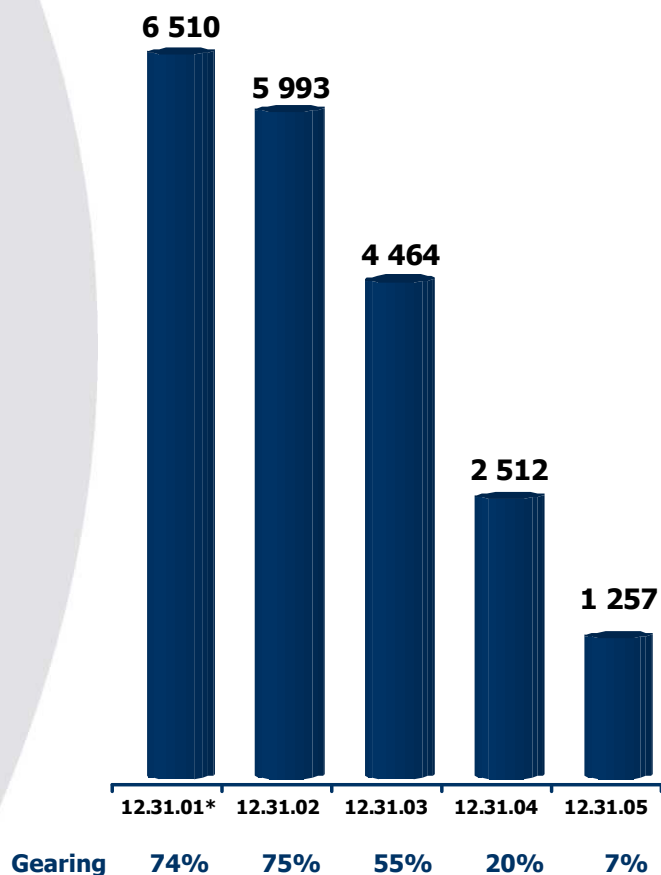
\* CST consolidated as of October 1<sup>st</sup> 2004, Acindar consolidated as of May 1<sup>st</sup> 2004

\*\* Acesita consolidated as of October 1<sup>st</sup> 2005

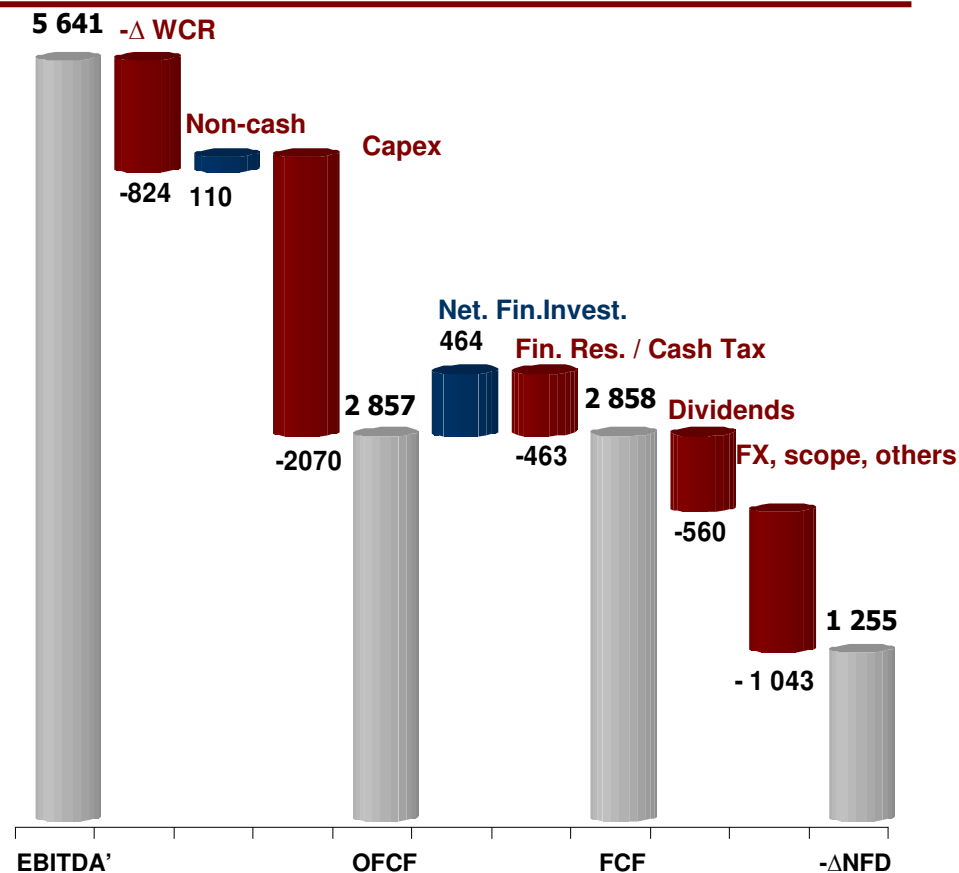
# Net Financial Debt & Gearing



Euros mn – unaudited for 2005



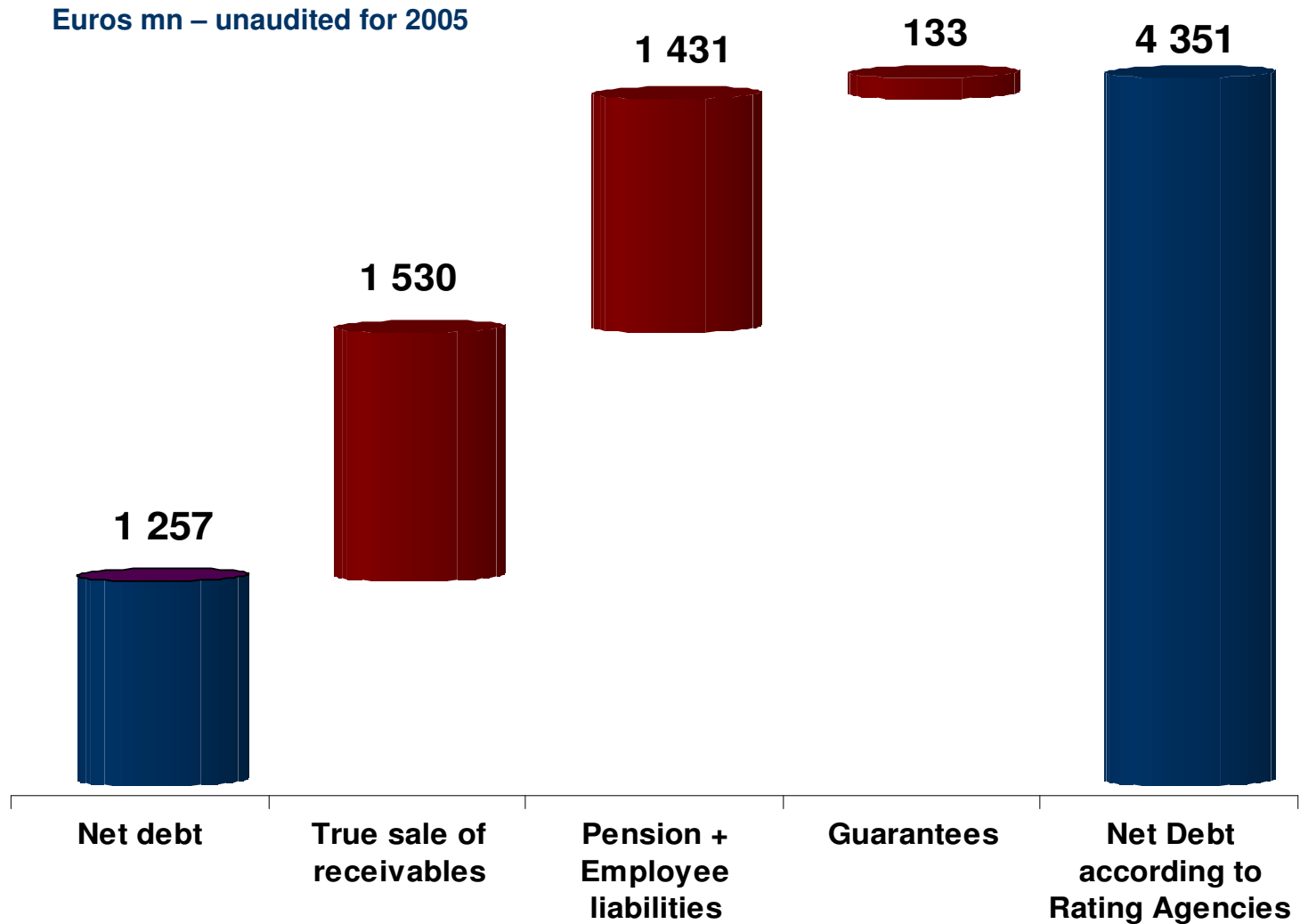
€m – unaudited for 2005



\* Proforma

\*\* Oper. FCF = cash flow from operating activities minus acquisitions of tangible and intangible assets

# Net Debt According to Rating Agencies (31/12/2005)



# Working Capital

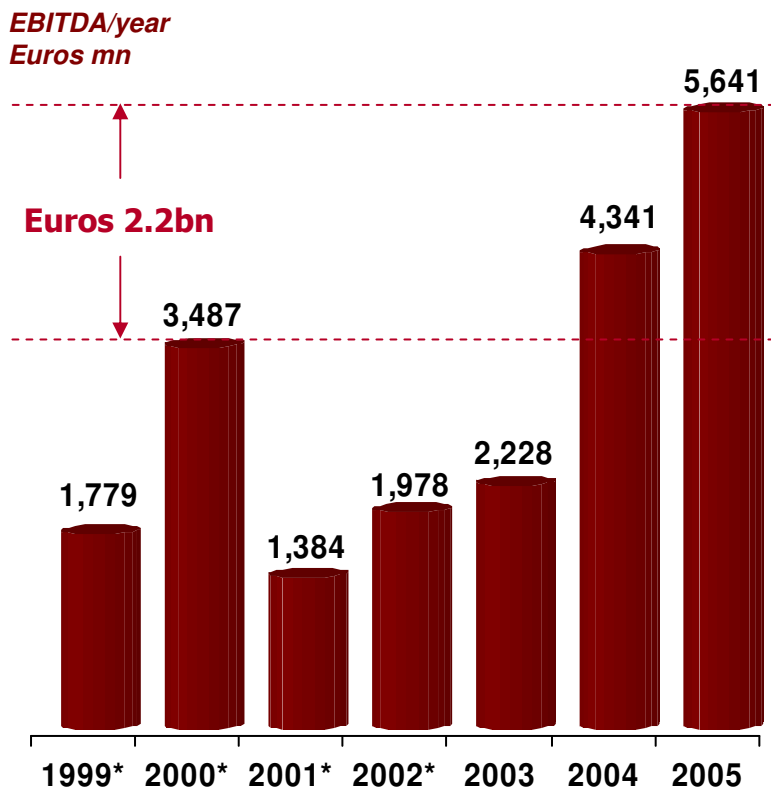


<b>Euros mn</b> (unaudited for 2005 figures)	<b>12.31.2004</b>	<b>12.31.2005</b>	<b>Change</b>
Inventories	6 801	7 580	779
Trade receivables	3 757	3 716	-41
Trade payables	-4 997	-5 228	-231
<b>Operating Working Capital</b>	<b>5 561</b>	<b>6 068</b>	<b>507</b>
Other receivables & payables	-1 558	-1 241	317
<b>Total Working Capital</b>	<b>4 003</b>	<b>4 827</b>	<b>824</b>
<b>Total inventories in tonnage</b>	<b>10.1 mt</b>	<b>10.0 mt</b>	<b>-0,1mt</b>

# Arcelor continuous value creation confirmed in 2005

>Euros 2bn structural EBITDA added since last peak

## Arcelor performance across last cycles



- **Structurally stronger company robust to steel cycles**

- Balanced business portfolio reducing volatility of results
- Prices over volume strategy
- Sound capex policy
- Management gains beyond promises

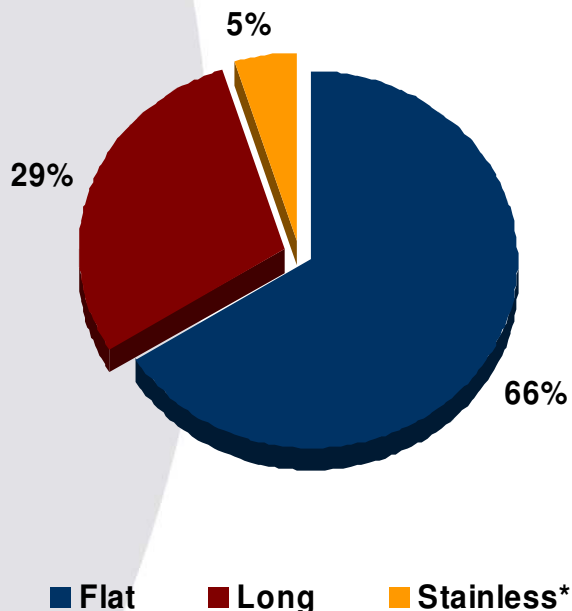
- **Focused on key strategic objectives**

- Global leadership of key strategic segments, esp. automotive
- Regional leadership in profitable and highly growing markets
- Leverage unique distribution network

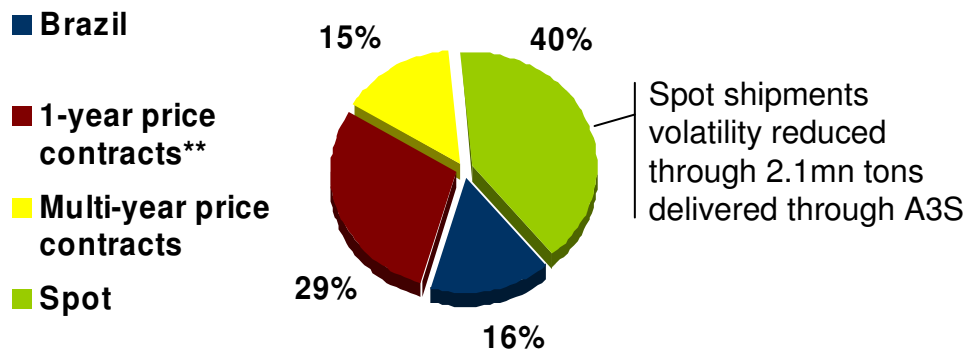
# Balanced business portfolio reducing volatility of results

- Breakdown of Arcelor 2005 shipments by sectors and type of contract

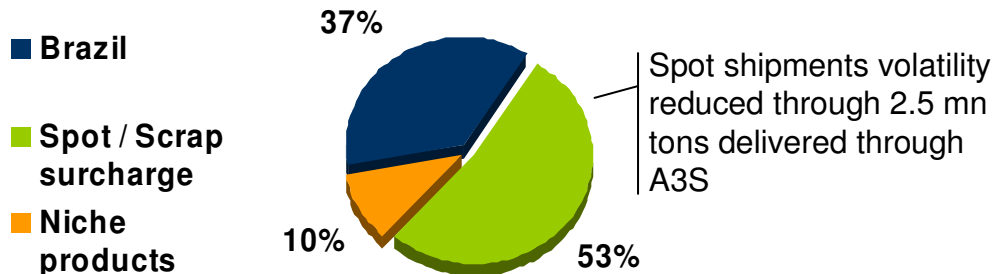
**2005 Shipments breakdown  
(42.5 mn tons)**



**Flat Carbon Steel  
(28.1 mn tons)**



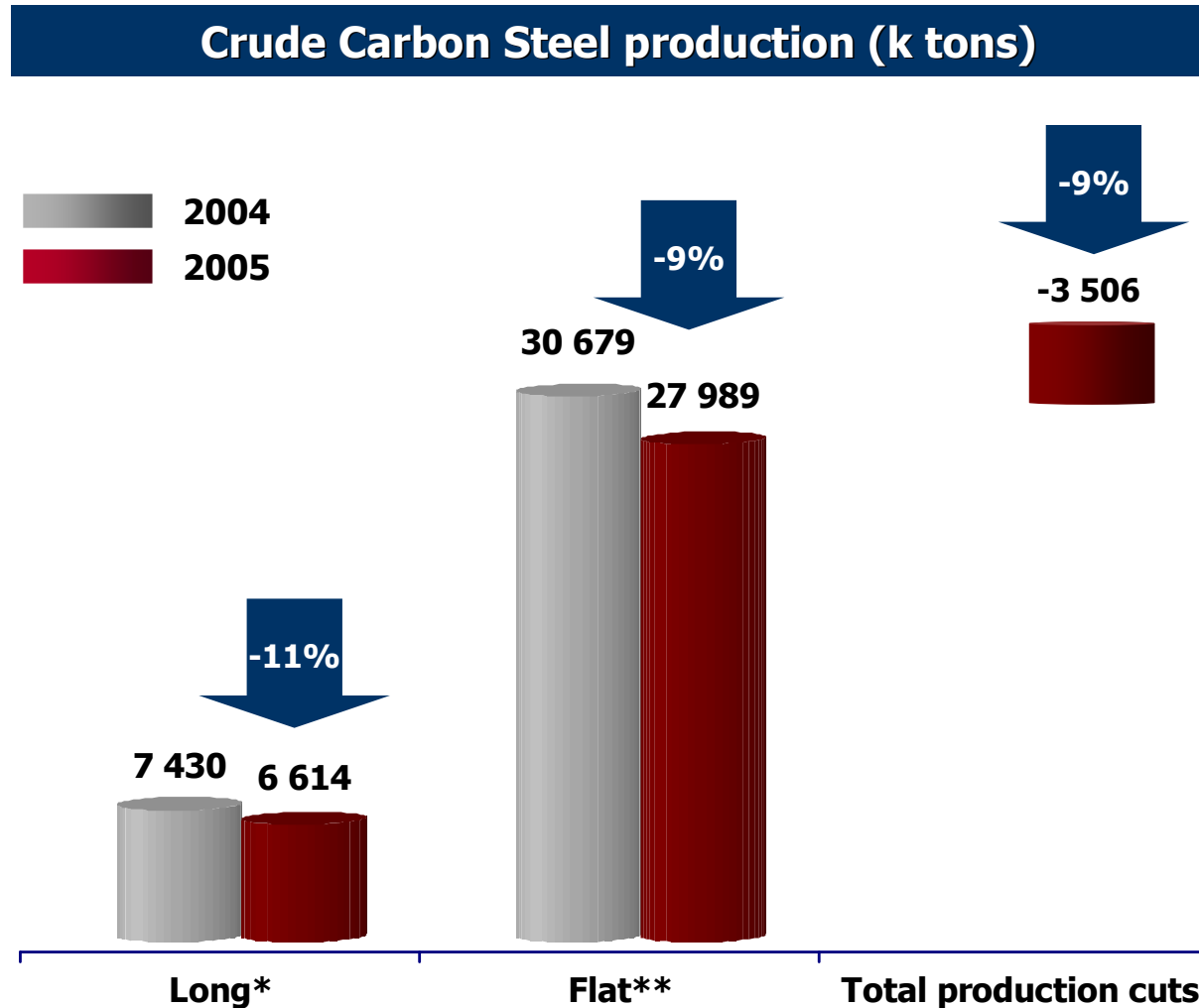
**Long Carbon Steel  
(12.3 mn tons)**





# Prices over volumes strategy

*3,500 k tons production cuts in Europe in 2005*

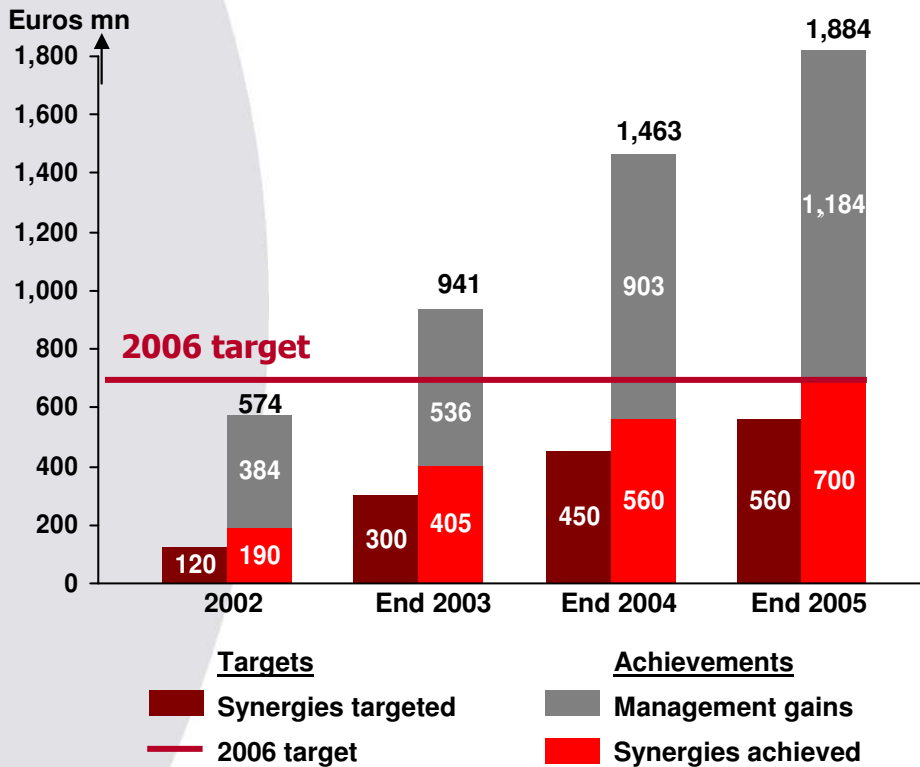


*\*Scope adjustments: ADA production (368 k tons) not included in 1H 04. Azpeitia & Getafe production not included in 2H 2004 (653 k tons) and Huta Warszawa production not considered in 2H 2005 (84 k tons)*

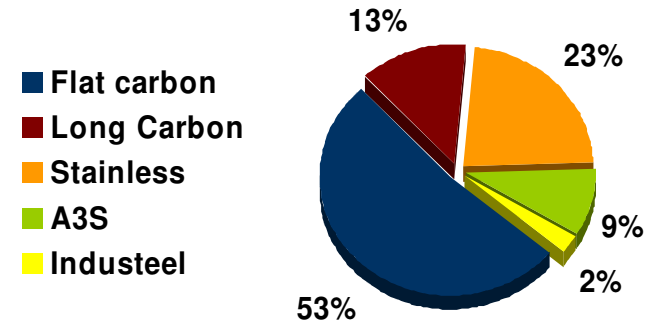
*\*\* Liège definitive closure of one blast furnace as of April 2005 accounting for 857 k tons*

# Management Gains Beyond Promises and synergies one year ahead of plan

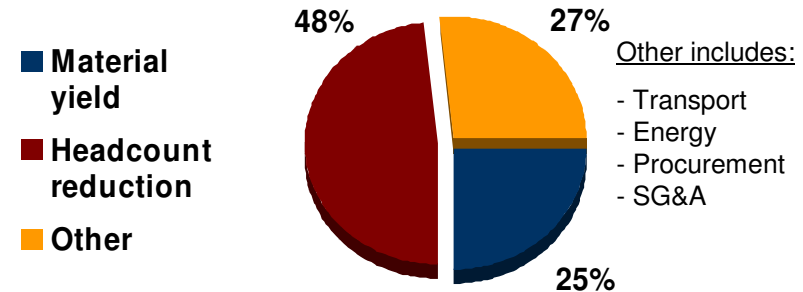
## Total Management Gains



## FY05 Management gains by sector



## FY05 Management gains by category



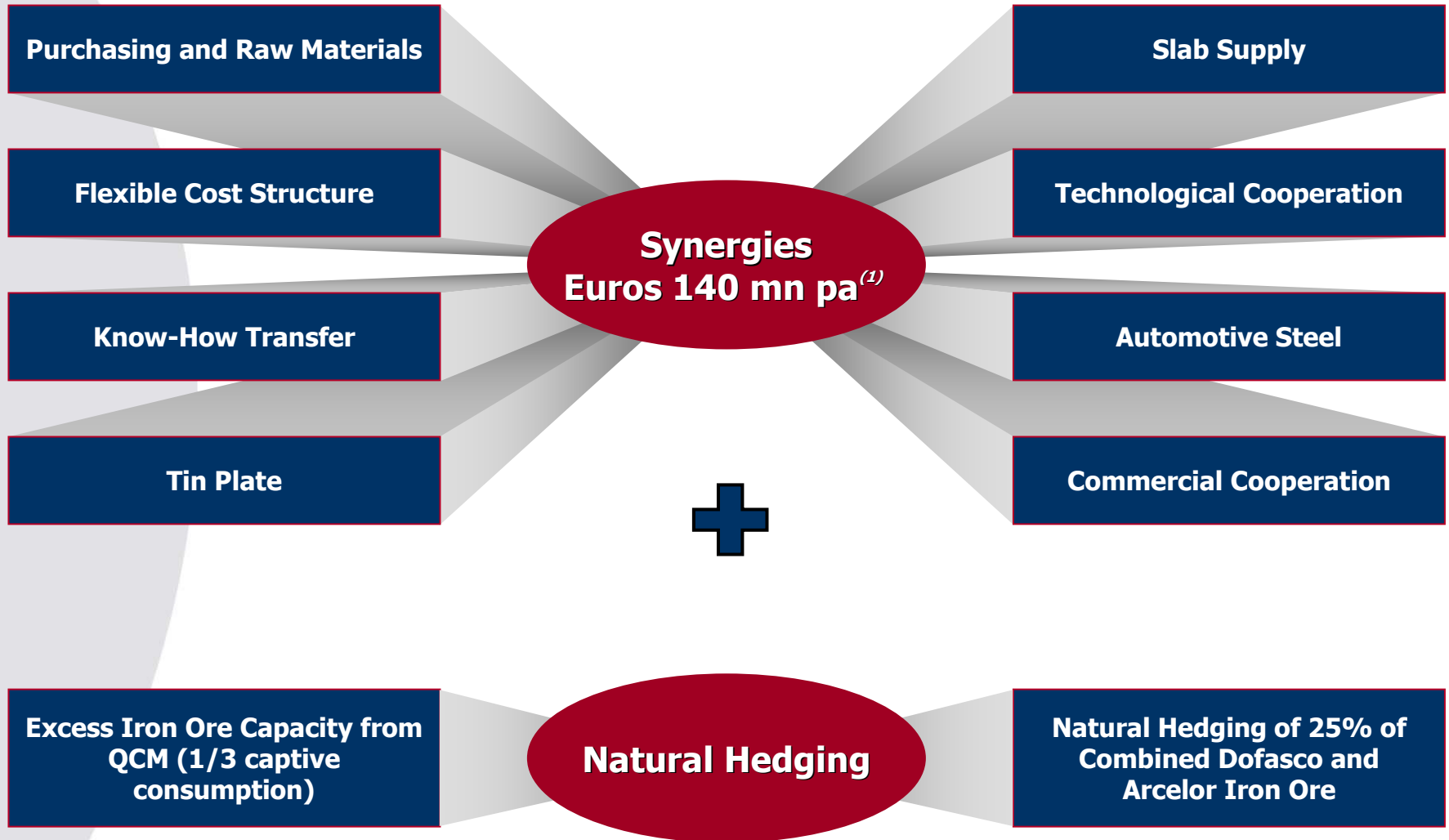
# Growth initiative in line with stated Arcelor strategy

- **Global leadership of key strategic segments, esp. Automotive industry**
  - Differentiation through technological leadership
  - Strong footprint in critical markets (Europe, North America)
  - Development to support our clients in Brazil, Turkey, Russia, China, etc.
- **Regional leadership in profitable and highly growing markets**
  - Consolidation and integration of Brazilian activities
  - Target low cost assets with access to raw material in high growth markets
- **Leverage unique distribution network**
  - Enter new markets (Central and Eastern Europe, Latin America)
  - Reduce earnings volatility

# Dofasco Compelling Automotive Platform in NAFTA

- **Acquisition of a company with excellent existing position and sales, with a key focus on the automotive sector**
- **Arcelor and Dofasco to benefit from a reinforced global customer reach in automotive**
- **Dofasco is the best platform for Arcelor in North America**
- **Transaction to proceed as planned**
  - Offer extended until February 20, 2006

# Combination with Dofasco to Enhance Value to Shareholders

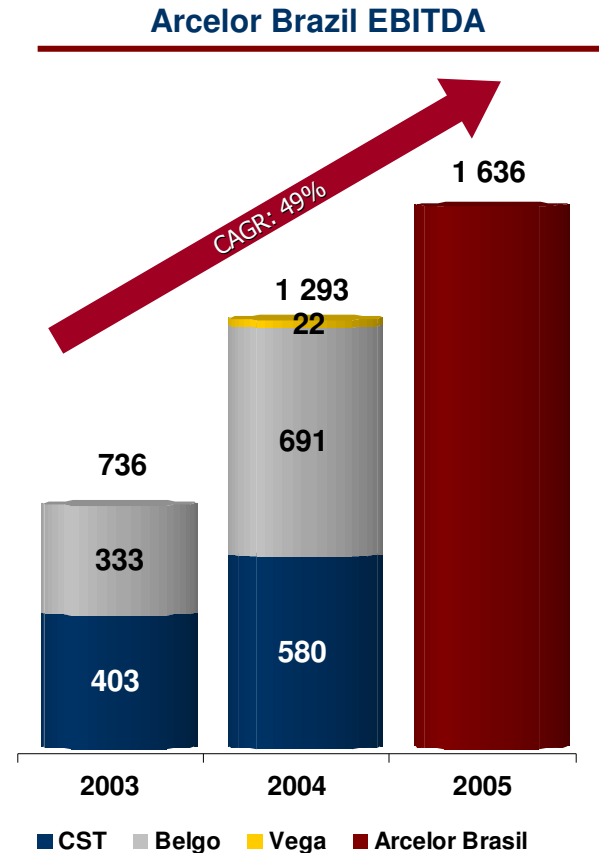


# Anchoring Arcelor To The Turkish Market

- **Attractiveness of the Turkish market**
  - The 2nd growing market in the world behind China (long term CAGR of 6%)
  - Strong potential for Arcelor core markets (automotive, appliances, packaging)
- **Long term commitment of Arcelor in Turkey**
  - Arcelor present since 1989
- **Shareholder agreement signed with Oyak for Erdemir**
  - Competition Authority review in progress

# Brazilian Success Story to Continue

- **Brazilian steel consumption to grow from 18 mn tons to 30 mn tons by 2015**
- **Arcelor Brazil unique platform**
  - Successful integration and consolidation of Brazilian assets
  - 2005E EBITDA margin of 37%
- **Bright growth prospects**
  - 3 mn tons short term capacity expansion
  - Highly competitive cost structure



- **Achieving impressive value creation**
- **Current market value in excess of Euros 8 bn\***

# Dividend Policy

*Commitment to shareholders remuneration*

- **Dividend of Euros 1,20 per share**
- **Dividend policy reflects structural improvement of Arcelor profitability**
- **Arcelor is committed to keep increasing shareholders remuneration YoY, reflecting the structural profitability improvements**



# Continuous Commitment to Unlock Value



## Excellent perspectives for 2006

- Full consolidation of the acquired companies (Dofasco + Acesita)
- Continuous cost cutting initiatives
- Flat carbon multi year contracts prices increase



## Capital allocation

- Focus on higher remuneration to shareholders
- Accretive portfolio optimizations (growth opportunities + divestments)
- Stainless under strategic review



## Arcelor will present its value plan to its shareholders starting at the 28th of February

- The value plan will provide investors with detailed information on the strategy that Arcelor plans to pursue as an independent entity
- It will demonstrate that the value that Arcelor is creating for its shareholders far exceeds the value proposed by Mittal Steel through its announced hostile offer

# Appendix

**Assets**

**Liabilities**

**Cash-Flow and Net Financial Debt**

**Capex Policy**

# Appendix

## Consolidated Balance Sheet - Assets



<b>Euros mn (unaudited for 2005 figures)</b>	<b>12.31.2004</b>	<b>12.31.2005</b>
<b>Non current assets</b>	<b>15 249</b>	<b>18 196</b>
- Intangible assets	157	193
- Property, plant and equipment	11 230	13 767
- Investments under equity method	1 366	1 478
- Other investments	528	653
- Receivables and other financial assets	684	758
- Deferred tax assets	1 284	1 347
<b>Current assets</b>	<b>15 973</b>	<b>17 720</b>
- Inventories	6 801	7 580
- Trade receivables	3 757	3 716
- Other receivables	1 372	1 779
- Cash and cash equivalents	4 043	4 645
<b>TOTAL ASSETS</b>	<b>31 222</b>	<b>35 916</b>

# Appendix

## Consolidated Balance Sheet - Liabilities



<b>Euros mn (unaudited for 2005 figures)</b>	<b>12.31.2004</b>	<b>12.31.2005</b>
<b>Shareholders' equity</b>	<b>12 317</b>	<b>17 633</b>
- Group share	10 902	15 109
- Minority interests	1 415	2 524
<b>Non current liabilities</b>	<b>8 518</b>	<b>8 279</b>
- Interest bearing liabilities	4 348	4 341
- Employee benefits	1 652	1 431
- Termination benefits	887	852
- Other provisions	920	943
- Deferred tax liabilities	629	571
- Others	82	141
<b>Current liabilities</b>	<b>10 387</b>	<b>10 004</b>
- Trade payables	4 997	5 228
- Interest bearing liabilities	2 293	1 623
- Other amounts payables	2 848	2 879
- Termination benefits	50	30
- Other provisions	199	244
<b>TOTAL SHAREHOLDERS' EQUITY &amp; LIABILITIES</b>	<b>31 222</b>	<b>35 916</b>

# Appendix

## Cash-Flow and Net Financial Debt



<b>Euros mn (unaudited for 2005 figures)</b>	<b>FY 2004*</b>	<b>FY 2005**</b>
<b>Net result before Minority Interests</b>	<b>2 717</b>	<b>4 278</b>
Depreciation & Amortisation	1 147	1 265
Loss/profit of cics under equity method, net of div.	-336	-222
Others	403	-242
Change in working capital (decr.=+)**	-726	-615
<b>Cash flow from operating activities</b>	<b>3 205</b>	<b>4 464</b>
Acquisitions of tangible and intangible assets	-1 424	-2 070
Other acquisitions and disposals	42	464
<b>Cash flow from investing activities</b>	<b>-1 382</b>	<b>-1 606</b>
Proceeds from the issue of share capital	-64	12
Capital increase of Arcelor	1 136	
Dividends paid	-249	-560
Conversion O.C.E.A.N.E.	277	
Accounting Procedure Change for O.C.E.A.N.E. 2017		-179
Outsourcing of Pension Fund		-254
Buyout of Aceralia's minority interests	-96	
<b>Cash flow from financing activities</b>	<b>1 004</b>	<b>-981</b>
Exchange rate, scope, others	-875	-622
<b>Change in net financial debt (decr.=+)</b>	<b>1 952</b>	<b>1 255</b>
<b>NFD at the beginning of the period</b>	<b>4 464</b>	<b>2 512</b>
<b>NFD at the end of the period</b>	<b>2 512</b>	<b>1 257</b>

\* CST consolidated as of October 1<sup>st</sup> 2004 , Acindar consolidated as of May 1<sup>st</sup> 2004

\*\* Acesita consolidated as of October 1<sup>st</sup> 2005

\*\*\* Adjusted by scope, exchange rate and financial instruments (Euros 824mn pre adjustments-FY05)

# Appendix: CAPEX policy

## Disciplined maintenance capex in Europe around the level of depreciation

- Maintain state of the art assets
- Restructuring capex behind us

## Euros 600m development capex in Brazil in 2005

- Capacity expansion of CST plant by 2.5mn tons per year (Euros 365 mn)

Euros mn		2003	2004	2005
Europe	Capex	1 099	1 154	<b>1 145</b>
	Depreciation*	-977	-993	<b>-926</b>
	= Difference	<b>122</b>	<b>161</b>	<b>219</b>
Brazil & RoW	Development capex**	134	150	<b>600</b>
	Other capex	94	120	<b>325</b>
	Depreciation*	-158	-172	<b>-368</b>
	= Difference	<b>70</b>	<b>98</b>	<b>557</b>
Total	Capex	1 327	1 424	<b>2 070</b>
	Depreciation	-1 135	-1 165	<b>-1 294</b>
	= Difference	<b>192</b>	<b>259</b>	<b>776</b>

\* Depreciation related to capex

\*\* Brazil only