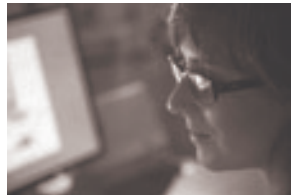


COMMERCIAL NETWORK: THE VALUE ADDED

José Riestra

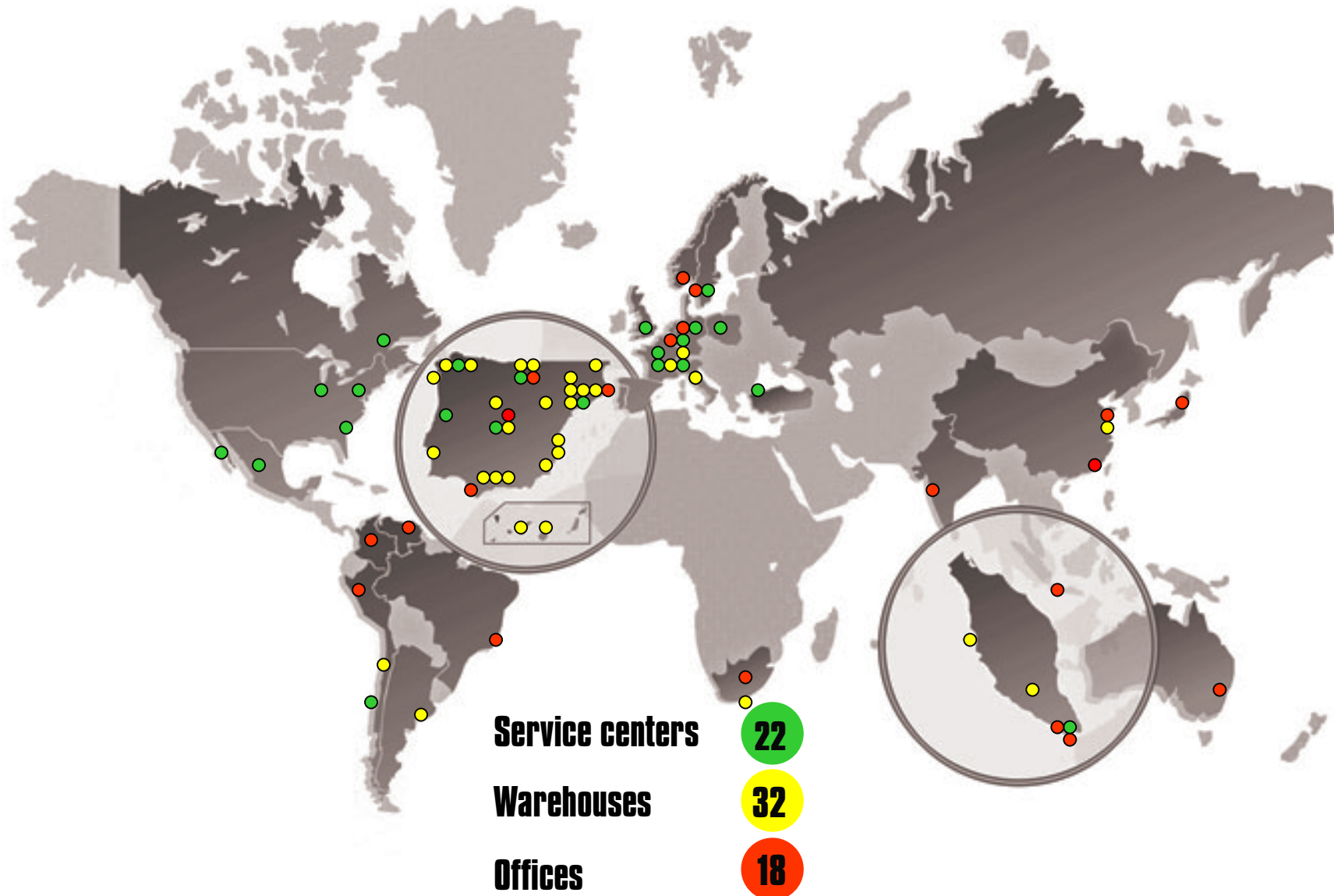
Assistant Director to the Chairman

**Investor and Analyst's Day
North American Stainless (NAS)
16th September 2010**





CHRONOLOGICAL EVOLUTION 1969 - 2010





TOTAL SALES FLAT PRODUCT



24,474,891 TONS



FROM THE EARTH TO THE MOON 5 TIMES

IN 48" x 0.03937" SHEET



TOTAL SALES LONG PRODUCT



168 EIFFEL TOWERS 

1,681,500 TONS



TOTAL SALES LONG PRODUCT

1,681,500 TONS

Philadelphia

Washington

**THE MILLAU BRIDGE, THE
TALLEST BRIDGE IN THE
WORLD WOULD GO FROM
PHILADELPHIA TO
WASHINGTON
(126.14 miles)**





= 100 MILLAU BRIDGE, FRANCE



TOTAL SALES WIRE

250,000 TONS

**AN INFANTRY OF
10,000,000 SOLDIERS IN
THEIR CHAIN MAIL SUITS
MADE OF STAINLESS
STEEL WIRE**





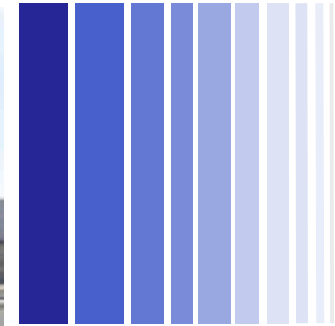
400,000m² → 98.84 acre

COVERED SURFACE, WAREHOUSES

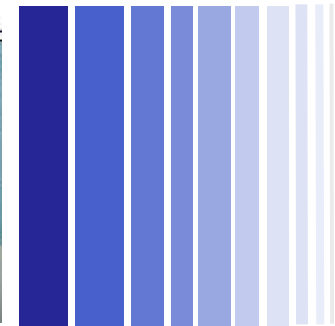


DIFFERENT PREMISES

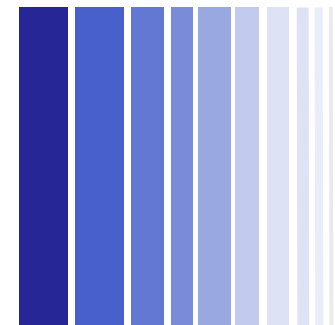
32 WAREHOUSES



18 OFFICES



22 SERVICE CENTERS





COMMERCIAL NETWORK: WAREHOUSES



GRUPINOX - 22 WAREHOUSES - SPAIN



COMMERCIAL NETWORK: SERVICE CENTERS



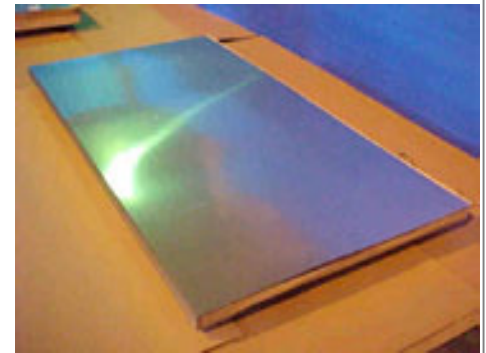


SERVICE CENTRES: LINES and CAPACITIES

SLITTERS: **23** lines

CUT TO LENGTH: **18** lines

POLISHED: **10** lines



SLITTER: **800,000** TONS/YEAR

CUT TO LENGTH: **500,000** TONS/YEAR

POLISHED: **60,000** TONS/YEAR

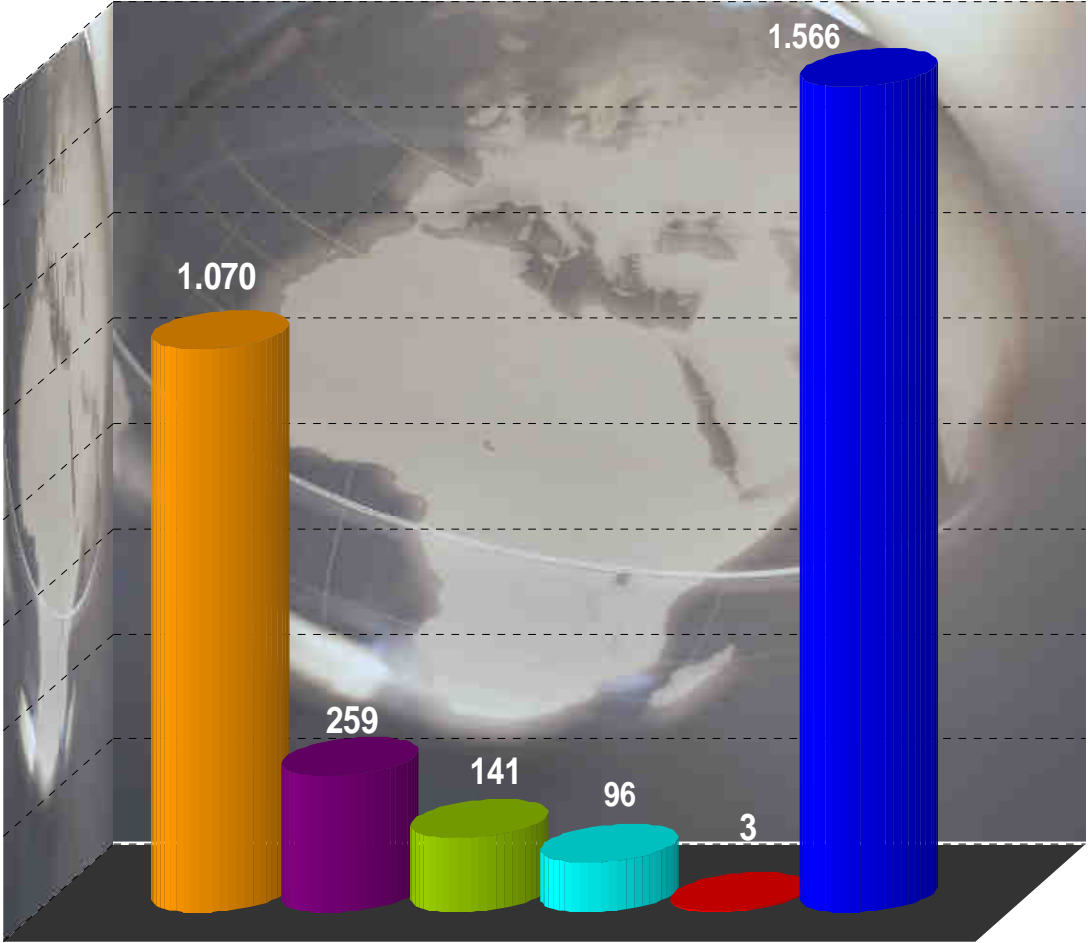


HUMAN RESOURCES





HUMAN RESOURCES



■ EUROPE ■ ASIA ■ AMERICA ■ AFRICA ■ OCEANIA ■ TOTAL GROUP

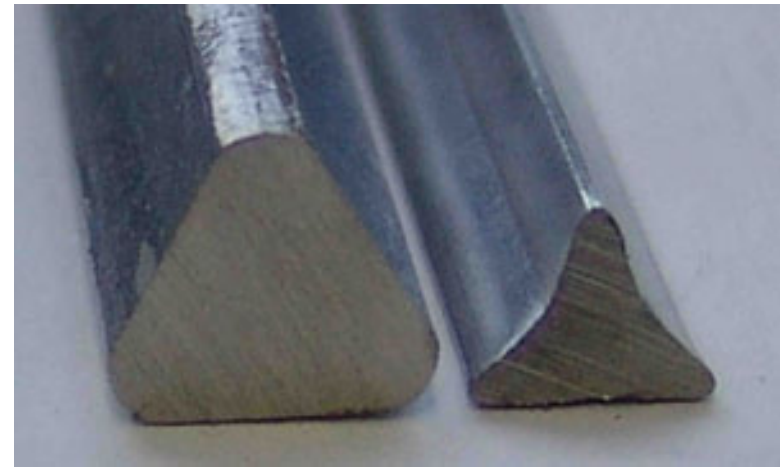
PRODUCTS



PRODUCTS



PRODUCTS



PRODUCTS



PRODUCTS



PRODUCTS



PRODUCTS



PRODUCTS



PRODUCTS



PRODUCTS





ACERINOX

making stainless, helping life

