## **2005 First Quarter Results**

May 3<sup>rd</sup> 2005



#### **1Q05 Achievements**

#### Record Results

- The Highest quarterly EBITDA- Euro 1.7BN.
- Flat Carbon Steel Division was the driver of the outstanding results
- Continuous efforts in cost reduction

  Anticipation of the closure of the first continental blast furnace in Europe (1.7mn tons/year Liege)
- Further debt reduction

#### Flat Steel

- Positive Impact of the annual contracts negotiation
- CST
- Spot prices

#### Long Steel

- Margins increased QoQ despite volumes reduction.
- Safe environment

#### Stainless

- Improvement of the operational performance.
- A3S (DTT)
  - Excellent results despite raw-materials costs increase



# **Key Figures**

€m - unaudited	1Q04	1Q05	Change on comparable basis
Revenues	6,899	8,136	+14.6%
Gross op. result (EBITDA) as % of revenueincl. non recurring items	<b>696</b> 10.1% - 18	<b>1,697</b> 20.9%	
Depreciation & Amortizationincl. non recurring items	<b>- 287</b>	- 309	
Operating result (EBIT) as % of revenueincl. non recurring items	<b>409</b> 5.9% - 18	<b>1,388</b> 17.1%	
Net result, Group share as % of revenue	<b>234</b> 3.4%	<b>934</b> 11.5%	
EPS (€) Gearing	0.49 46%	1.52 17%	



### **Flat Carbon Steel**

€m – unaudited	1Q04	1Q05	Change on comparable basis
Revenues	3,650	4,756	+18.0%
Gross op. result (EBITDA) as % of revenue	<b>400</b> 11.0%	<b>1,173</b> 24.7%	Mix/Vol effect - 7.0% + 25.0%
Depreciation & Amortization	- 146	- 191	
Operating result (EBIT) as % of revenue	<b>254</b> 7.0%	<b>982</b> 20.6%	
Production Shipments	7,720 kt 6,879 kt	9,057 kt 7,502 kt	



## **Long Carbon Steel**

€m – unaudited	1Q04	1Q05	Change on comparable basis
Revenues	1,268	1,541	+ 15.1%
Gross op. result (EBITDA) as % of revenue  Depreciation & Amortization	134 10.6% - 44	327 21.2% - 63	Mix/Vol effect effect +29.0%
Operating result (EBIT) as % of revenue	<b>90</b> 7.1%	<b>264</b> 17.1%	
Production Shipments	2,917 kt 3,289 kt	2,844 kt 2,968 kt	



## **Stainless Steel & Alloys**

€m – unaudited	1Q04	1Q05*	Change on comparable basis*
Revenues	1,208	981	+ 3.4%
Gross op. result (EBITDA) as % of revenue	<b>51</b> 4.2%	<b>94</b> 9.6%	Mix/Vol effect effect + 7.2%
Depreciation & Amortization	- 41	- 24	
Operating result (EBIT) as % of revenue	<b>10</b> 0.8%	<b>70</b> 7.1%	
Production* Shipments*	713 kt 638 kt	421 kt 403 kt	



# A3S – Arcelor Steel Solutions and Services (DTT)

€m – unaudited	1Q04	1Q05	Change on comparable basis
Revenues	1,972	2,056	+ 13.3%
Gross op. result (EBITDA) as % of revenue	<b>92</b> 4.7%	<b>98</b> 4.8%	Mix/Vol effect effect + 27.3%
Depreciation & Amortization	- 38	- 19	
Operating result (EBIT) as % of revenue	<b>54</b> 2.7%	<b>79</b> 3.8%	
Total Volume Sold * Sourced from Arcelor Sourced externally	3,751 kt 2,738 kt 1,013 kt	3,208 kt 2,438 kt 770 kt	





### **Consolidated Income Statement**

€m - unaudited	1Q04	1Q05
Revenues	6,899	8,136
<b>Gross operating result</b>	696	1,697
Depreciation & Amortization	- 287	- 309
Amortization of goodwill	0	0
Operating result	409	1,388
Net financing costs	- 92	- 46
Income from associates	78	71
Result before tax	395	1,413
Income tax	- 110	- 374
Result after tax	285	1,039
Minority interests	- 51	- 105
<b>Net result, Group share</b>	234	934



### **Consolidated Balance Sheet - Assets**

<b>€m</b> - unaudited	12.31.2004	03.31.2005	
Non current assets - Intangible assets	<b>15,249</b> 157	<b>15,338</b> 158	
<ul> <li>Property, plant and equipment</li> <li>Investments under equity method</li> <li>Other investments</li> </ul>	11,230 1,366	11,443	
<ul> <li>- Other investments</li> <li>- Receivables and other financial assets</li> <li>- Deferred tax assets</li> </ul>	528 684 1,284	488 715 1,124	
Current assets - Inventories	<b>15,973</b> 6,801	<b>16,204</b> 7,342	
<ul><li>Trade receivables</li><li>Other receivables</li><li>Cash and cash equivalents</li></ul>	3,757 1,372 4,043	3,743 1,520 3,599	
TOTAL ASSETS	31,222	31,542	



### **Consolidated Balance Sheet - Liabilities**

€m - unaudited	31.12.2004	31.03.2005	
Shareholders' equity - Group share	<b>12,317</b> 10,902	<b>13,462</b> 11,972	
- Minority interests Non current liabilities	1,415 <b>8,518</b>	1,490 <b>8,604</b>	
<ul><li>Interest bearing liabilities</li><li>Employee benefits</li></ul>	4,348 1,652	4,362 1,666	
- Termination benefits - Other provisions	887 920	864 935	
- Deferred tax liabilities - Others	629 82	695 82	
Current liabilities	10,387	9,476	
<ul><li>Trade payables</li><li>Interest bearing liabilities</li></ul>	4,997 2,293	4,796 1,587	
<ul><li>Other amounts payables</li><li>Termination benefits</li></ul>	2,848 50	2,848 43	
- Other provisions	199	202	
Total Shareholders' Equity & Liabilities	31,222	31,542	



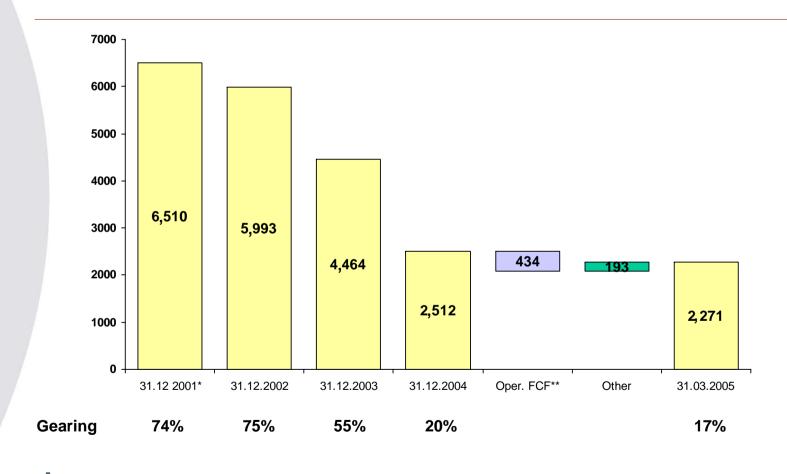
## **Cash-Flow and Net Financial Debt**

<b>€m</b> - unaudited	1Q04	1Q05
Net result before Minority Interests	285	1,039
Depreciation & Amortization	287	309
Loss/profit of cies under equity method, net of div.	- 77	- 57
Others	44	178
Change in working capital (decr.=+)	- 105	- 736
Cash flow from operating activities	434	733
Acquisitions of tangible and intangible assets	- 256	- 299
Other acquisitions and disposals	115	- 122
Cash flow from investing activities	- 141	- 421
Proceeds from the issue of share capital	8	6
Dividends paid	- 23	- 40
Conversion O.C.E.A.N.E.	277	-
Buyout of Aceralia's minority interests	- 85	-
Cash flow from financing activities	177	- 34
Exchange rate, scope, others	- 33	- 37
Change in net financial debt (decr.=+)	437	241
NFD at the beginning of the period	4,464	2,512
NFD at the end of the period	4,027	2,271



## **Net Financial Debt & Gearing**

#### €m - unaudited



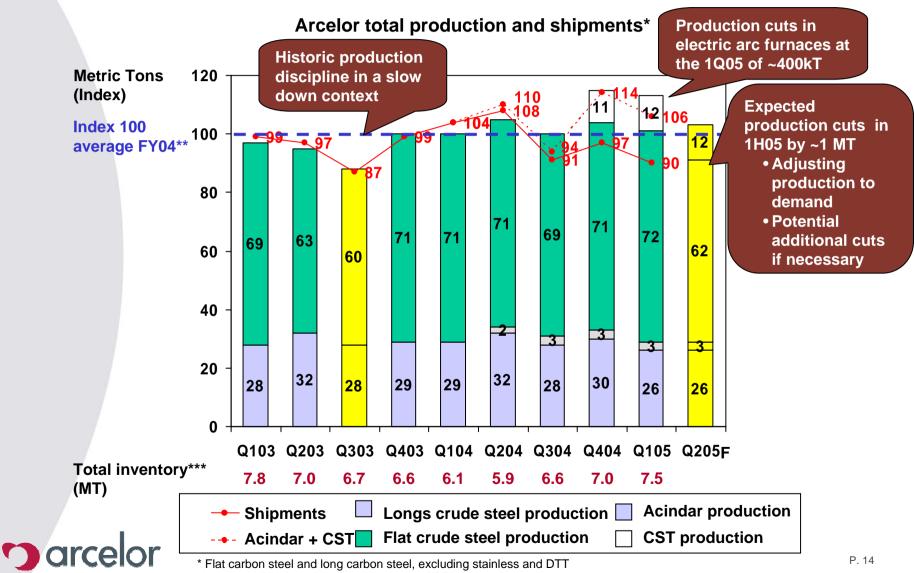


# **Working Capital**

€m unaudited	31/12/2004	31/03/2005	Change	
<ul><li>Inventories</li><li>Trade receivables</li><li>Trade payables</li></ul>	6,801 3,757 - 4,997	7,342 3,743 - 4,796	+ 541 - 14 + 201	
Operating Working Capital	5,561	6,289	+ 728	
Other receivables & payables	- 1,558	- 1,410	+ 148	
Total Working Capital	4,003	4,879	+ 876	
Total Inventories in tonnage	10.0 mt	10.8 mt	0.8 mt	
CST Inventories in tonnage	0.1 mt	0.2 mt		



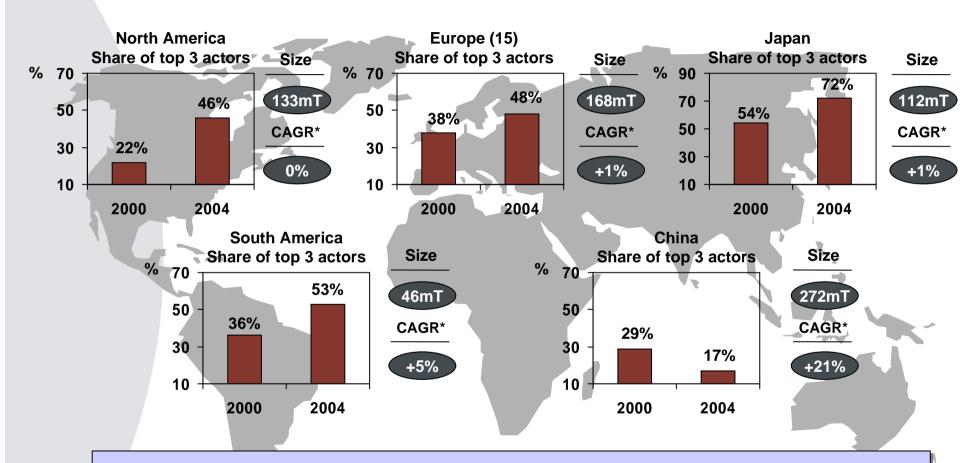
# Arcelor production discipline: Adjusting capacity to demand



<sup>\*\*</sup> Average FY2004 excluding Acindar and CST

<sup>\*\*\*</sup> Inventory at quarter end

### Regional consolidation of the steel industry



- Consolidation enhances production discipline
- Production discipline leads to lower prices volatility thus reducing the cyclicality of the steel sector



# Pro forma Results including the South American acquisitions

€m - unaudited	1Q04 Reported	1Q04 Proforma*	1Q05 Reported	Change	1Q05 Acquisitions impa	% Total
Revenues	6,899	7,301	8,136	+ 11%	519	6.4
Gross op. result (EBITDA) as % of revenue	696 <b>10.1%</b>	871 <b>11.9</b> %	1,697 <b>20.9</b> %	+ 95%	296 <b>57.0</b> %	17
Net earnings as % of revenue	234 <b>3.4</b> %	286 <b>3.9</b> %	934 <b>11.5</b> %	+ 227%	131 <b>25.2</b> %	14
Oper. free cash flow **	178	274	434	+ 58%	229	53
EPS Gearing	0.49 46%	0.53 40%	1.52 17%	+187%	0.21	



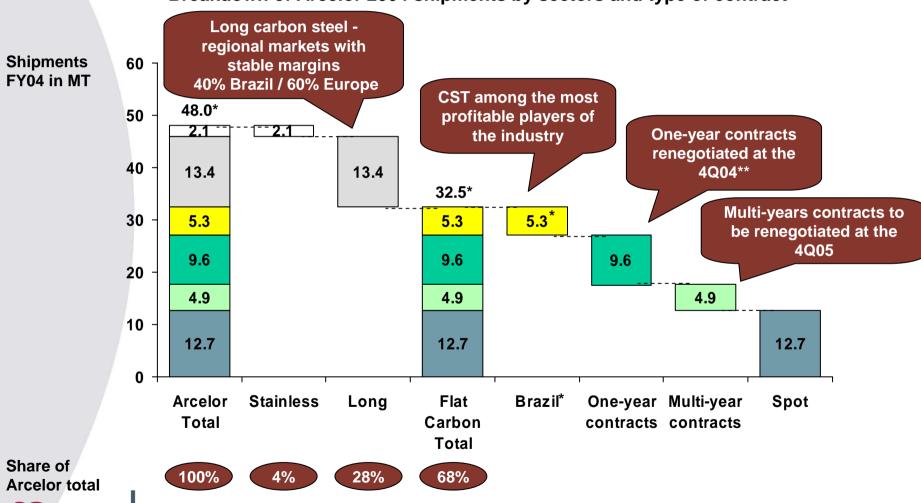
<sup>\*</sup> FY04 Proforma with CST and Acindar consolidated. EPS calculated considering the July 2004 rights issue.

<sup>\*\*</sup> Oper. free cash flow = cash flow from operating activities minus acquisitions of tangible and intangible assets

<sup>\*\*\*</sup> Total impact of CST and Acindar in 1Q05

# Arcelor sectors and contract business: limited exposure to flat spot prices

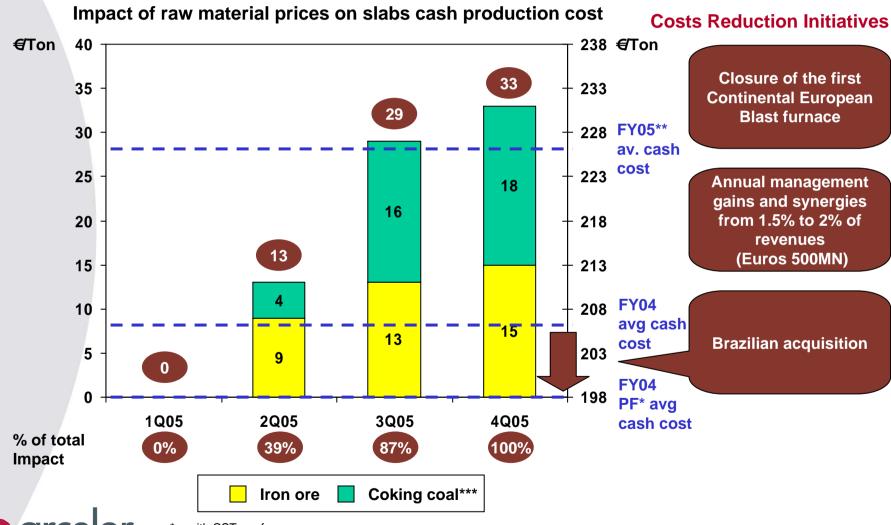
Breakdown of Arcelor 2004 shipments by sectors and type of contract



CST under pro forma basis

<sup>\*\*</sup> Including slabs contracts

# Iron Ore and Coking Coal cash-cost increase by quarter





<sup>\*\*</sup> assuming increase in Iron ore and coking coal cash-cost, all other cost components unchanged

<sup>\*\*\*</sup> Including external coke purchases

#### **Outlook**

- Market discipline
  - -Supply reduction in order to adjust production to market needs.
- Stable profitability
  - -Longs
  - -Contracts in Flat
  - Flat 2Q05 average spot prices in line with 1Q05
  - No collapse in Flat spot markets expected in the 2H05
  - -CST
  - Stainless Sector further improvements
- 2005 results should exceed 2004 earnings

