

## Arcelor Mittal Hunedoara

## BUDGET 2012

KPI's	Unit	Q1 2012 Budget	Q2 2012 Budget	Q3 2012 Budget	Q4 2012 Budget	2012 Budget
FTE own	#	812	812	812	752	752
Steel Production - Crude steel	000 MT	48.633	56.278	44.019	54.651	203.581
Total Hre	000 MT	40.677	48.239	36.464	45.659	171.039
Shipments	000 M T	35.720	55.580	43.050	62.050	196.400
Blooms & Billets	000 M T	30.520	34.880	28.800	35.800	130.000
Sections	000 M T	5.200	20.700	14.250	26.250	66.400
Steel Sales	Mio Euro	18	29	21	32	100
Blooms & Billets	Mio Euro	16	19	15	19	68
Sections	Mio Euro	2	10	7	12	31
Sales price	Euro/M T	505	513	498	509	507
Blooms & Billets	Euro/M T	514	536	516	535	526
Heavy Sections	Euro/M T	457	476	462	475	471
Variable costs	Euro/M T	443	451	437	441	443
Blooms & Billets	Euro/M T	445	463	445	463	455
Heavy Sections	Euro/M T	429	431	420	412	421
Fixed costs	Euro/M T	56	50	63	73	61
Blooms & Billets	Euro/M T	51	38	61	59	52
Heavy Sections	Euro/M T	81	71	69	93	80
EBITDA cost	Euro/M T	498	501	500	515	505
Blooms & Billets	Euro/M T	496	500	506	521	506
Heavy Sections	Euro/M T	510	502	488	505	501
EBITDA steel	Euro/M T	7	13	(2)	(5)	3
Blooms & Billets	Euro/M T	17	36	10	13	20
Heavy Sections	Euro/M T	(53)	(26)	(27)	(31)	(30)
EBITDA steel	Mio Euro	0.253	0.700	(0.077)	(0.321)	0.555
Blooms & Billets	Mio Euro	0.529	1.238	0.301	0.482	2.551
Heavy Sections	Mio Euro	(0.276)	(0.538)	(0.378)	(0.803)	(1.995)
EBITDA steel	Mio Euro	0.253	0.700	(0.077)	(0.321)	0.555
EBITDA Non steel	Mio Euro	-	-	-	-	-
EBITDA Total	Mio Euro	0.253	0.700	(0.077)	(0.321)	0.555
Fixed cost	Mio Euro	2.694	2.813	2.803	2.942	11.251
Salaries & Wages	Mio Euro	1.522	1.570	1.544	1.562	6.197
Administrative Costs	Mio Euro	0.830	0.842	0.859	0.893	3.424
Repairs & Maintenance	Mio Euro	0.342	0.401	0.400	0.487	1.630
Capex	Mio Euro	6.019	1.427	0.404	0.150	8.000

FINANCE MANAGER

Amit Dasgupta



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