

KPI's	Unit	jan	feb	mar	apr	may	jun	jul	aug	sep	oct	nov	dec	2011 Budget
FTE	#	685	688	688	688	688	688	688	688	688	688	688	688	688
Steel Production - Crude steel (Bloom & Billets)	000 MT	14.541	15.541	16.081	19.243	19.243	19.243	19.351	4.000	12.000	12.000	12.000	10.000	173.243
Shipments	000 M T	13.000	15.000	15.500	16.500	17.000	17.000	16.500	8.000	13.500	13.500	13.500	11.000	170.000
Blooms & Billets	000 M T	10.000	11.000	11.000	12.000	12.000	12.000	12.000	4.000	12.000	12.000	12.000	10.000	130.000
Sections	000 M T	3.000	4.000	4.500	4.500	5.000	5.000	4.500	4.000	1.500	1.500	1.500	1.000	40.000
Steel Sales	Mio Euro	7	8	8	9	9	9	9	4	7	7	7	6	89
Blooms & Billets	Mio Euro	5	6	6	6	6	6	6	2	6	6	6	5	69
Sections	Mio Euro	1	2	2	2	2	2	2	2	1	1	1	0	20
Sales price	Euro/M T	523	521	520	521	520	520	519	509	525	525	525	526	521
Blooms & Billets	Euro/M T	531	531	531	531	531	531	531	531	531	531	531	531	531
Heavy Sections	Euro/M T	496	493	492	495	494	494	486	487	477	475	475	475	490
Scrap costs	Euro/M T	267	261	255	260	265	269	271	269	269	269	269	269	264
Blooms & Billets	Euro/M T	273	266	259	266	266	266	270	269	269	269	269	269	267
Heavy Sections	Euro/M T	253	249	246	248	248	248	273	-	-	-	-	-	253
Ferro-alloys costs	Euro/M T	51	52	51	49	49	49	49	61	61	61	61	61	53
Blooms & Billets	Euro/M T	61	61	61	61	61	61	61	61	61	61	61	61	61
Heavy Sections	Euro/M T	28	28	28	28	28	28	28	-	-	-	-	-	28
Variable costs	Euro/M T	464	457	450	455	454	454	461	462	460	460	460	460	458
Blooms & Billets	Euro/M T	465	456	448	456	456	456	460	460	459	460	460	460	458
Heavy Sections	Euro/M T	464	458	454	452	452	451	465	463	463	463	463	463	458
Fixed costs	Euro/M T	58	56	55	48	47	47	47	127	68	68	68	81	60
Blooms & Billets	Euro/M T	49	46	44	40	38	38	40	141	66	66	67	80	55
Heavy Sections	Euro/M T	88	84	82	70	67	66	67	112	84	84	85	93	79
EBITDA cost	Euro/M T	522	512	505	503	501	501	509	589	528	528	528	541	518
Blooms & Billets	Euro/M T	514	502	493	496	494	494	500	601	525	525	527	539	512
Heavy Sections	Euro/M T	552	542	535	522	519	518	532	577	548	548	549	557	537
EBITDA steel	Euro/M T	1	8	14	18	19	19	10	(80)	(3)	(3)	(5)	(15)	3
Blooms & Billets	Euro/M T	17	29	38	35	37	37	31	(70)	6	6	4	(8)	19
Heavy Sections	Euro/M T	(56)	(49)	(43)	(28)	(25)	(24)	(46)	(90)	(71)	(73)	(74)	(82)	(47)
EBITDA steel	Mio Euro	0.007	0.127	0.225	0.299	0.322	0.327	0.164	(0.640)	(0.035)	(0.039)	(0.064)	(0.166)	0.527
Blooms & Billets	Mio Euro	0.175	0.321	0.419	0.423	0.444	0.445	0.373	(0.280)	0.071	0.070	0.046	(0.084)	2.424
Heavy Sections	Mio Euro	(0.167)	(0.194)	(0.195)	(0.124)	(0.123)	(0.118)	(0.208)	(0.350)	(0.106)	(0.109)	(0.111)	(0.082)	(1.957)
EBITDA steel	Mio Euro	0.007	0.127	0.225	0.299	0.322	0.327	0.164	(0.640)	(0.035)	(0.039)	(0.064)	(0.166)	0.527
EBITDA Non steel	Mio Euro	-	-	-	-	-	0.150	-	-	0.175	-	-	0.175	0.500
EBITDA Total	Mio Euro	0.007	0.127	0.225	0.299	0.322	0.477	0.164	(0.640)	0.140	(0.039)	(0.064)	0.009	1.027
Fixed cost	Mio Euro	0.858	0.886	0.910	0.970	0.952	0.947	0.973	0.838	0.890	0.884	0.903	0.876	10.888
Salaries & Wages	Mio Euro	0.447	0.436	0.483	0.529	0.516	0.499	0.504	0.531	0.523	0.510	0.530	0.524	6.033
Administrative Costs	Mio Euro	0.299	0.300	0.302	0.303	0.297	0.304	0.323	0.270	0.292	0.293	0.296	0.295	3.572
Repairs & Maintenance	Mio Euro	0.112	0.150	0.125	0.139	0.139	0.144	0.146	0.037	0.075	0.081	0.077	0.058	1.283
Capex	Mio Euro	1.500	1.500	1.550	1.650	1.700	1.700	1.800	1.800	1.900	1.900	1.850	1.850	20.700
Trade accounts receivable	Mio Euro	13.193	10.509	9.862	10.773	10.733	11.057	10.413	5.484	8.056	8.793	9.053	8.101	8.10
Inventory	Mio Euro	5.589	5.555	5.533	6.476	7.143	7.813	8.612	6.607	5.761	5.065	4.319	4.176	4.18
Raw Material	Mio Euro	1.212	1.212	1.212	1.212	1.212	1.212	0.841	0.841	0.841	0.841	0.841	1.212	1.21
Finished Goods	Mio Euro	1.052	1.113	1.186	2.174	2.937	3.701	4.871	3.015	2.319	1.624	0.928	0.464	0.46
Work in process	Mio Euro	0.225	0.180	0.135	0.090	0.045	-	-	-	-	-	-	-	-
Other	Mio Euro	3.100	3.050	3.000	3.000	2.950	2.900	2.900	2.750	2.600	2.600	2.550	2.500	2.50
Accounts Payable	Mio Euro	10.956	9.645	8.645	10.728	10.293	10.630	10.488	6.905	7.321	7.137	6.032	7.463	7.46
OWCR (Corporate definition)	Mio Euro	7.826	6.614	6.750	6.521	7.583	8.240	8.537	5.186	6.496	6.721	6.032	4.814	4.81
OWCR (no. of Days of sales)	Mio Euro	8	7	7	7	8	8	9	5	6	7	6	5	5
OWCR % of sales	No.	35	25	25	23	26	28	30	38	27	28	26	25	20
OWCR % of sales	%	10%	7%	7%	6%	7%	8%	8%	11%	8%	8%	7%	7%	5%
OCFC (free cash flow)	Mio Euro	-4.638	-0.162	-1.461	-1.12	-2.44	-1.88	-1.93	0.91	-3.07	-2.16	-1.22	-0.62	-19.81
Inventory - Scrap	000 MT	5.000	5.000	5.000	5.000	5.000	5.000	3.500	3.500	3.500	3.500	3.500	5.000	5.000
Semis	000 MT	0.500	0.400	0.300	0.200	0.100	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
-Finished goods	000 MT	2.200	2.300	2.400	4.500	6.100	7.700	9.900	5.000	5.000	2.600	1.000	0.000	0.000

INTOCMIT

DY. Manager Costs & Budget manager

Ing. DOINA KOKA

