



PAUL WURTH

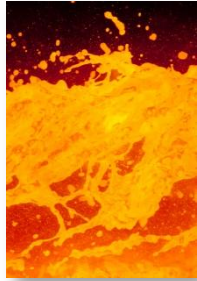
SMS group

Corporate Presentation

May 2015



Full-line technology provider



The Paul Wurth Group is one of the world leaders in the design and supply of the full-range of technological solutions for the **primary stage of integrated steelmaking.**



The Group also provides tailor-made equipment and systems for **other industries.**



At regional level, Paul Wurth Geprolux is a reliable partner for demanding **construction and infrastructure projects.**



Paul Wurth Ownership Structure

Shareholders of Paul Wurth S.A.

SMS group **59.1%**

Luxembourg State **40.8%**

Direct participation 11.0%

SNCI (Investment and development bank) 18.8%

BCEE (Savings bank) 11.0%

Others **0.1%**

Subscribed capital EUR 13 767 840.-

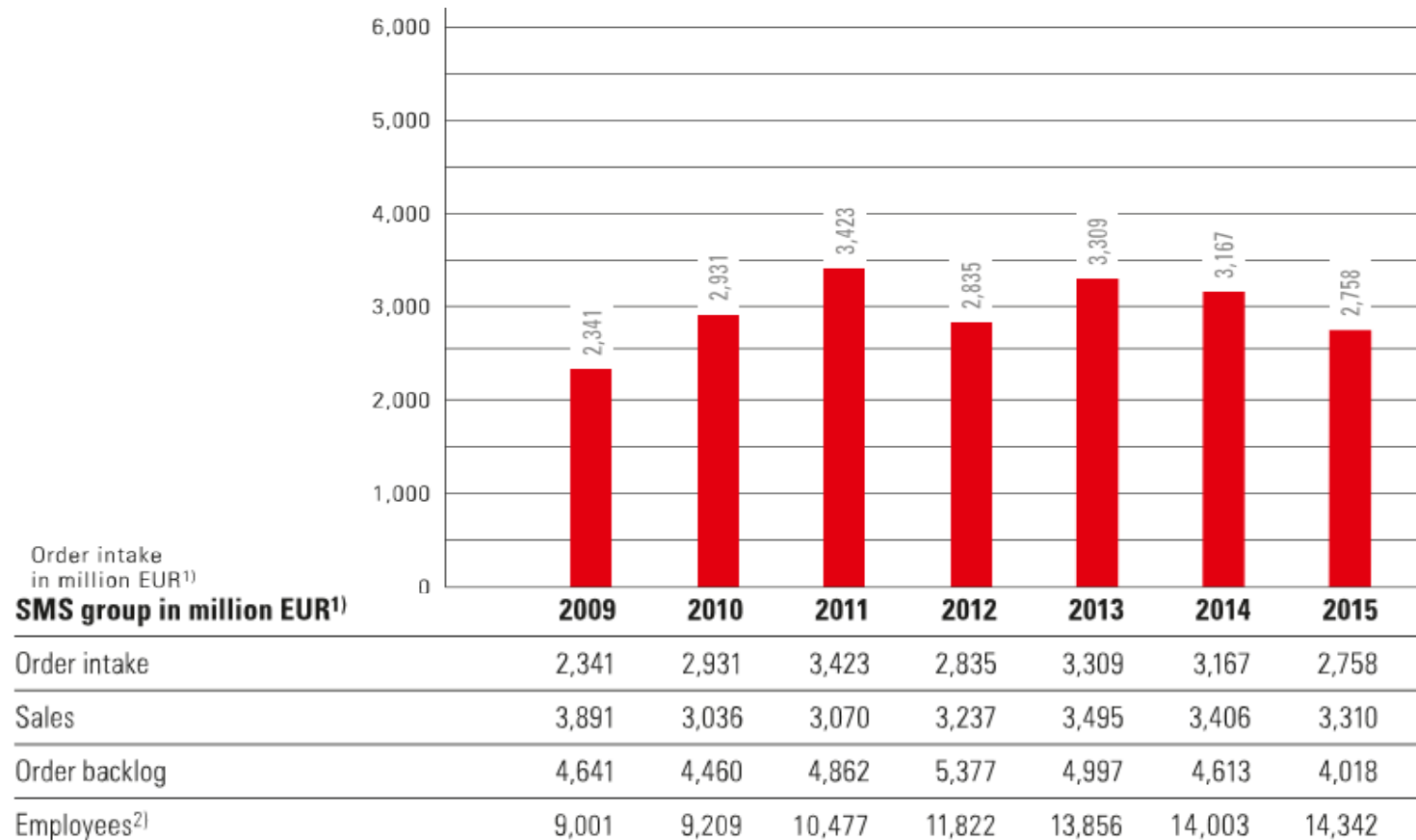
Consolidated equity* EUR 108.7 million

* as at 31.12.2015 in accordance with IFRS





SMS group



Figures in accordance with International Financial Standards (IFRS)

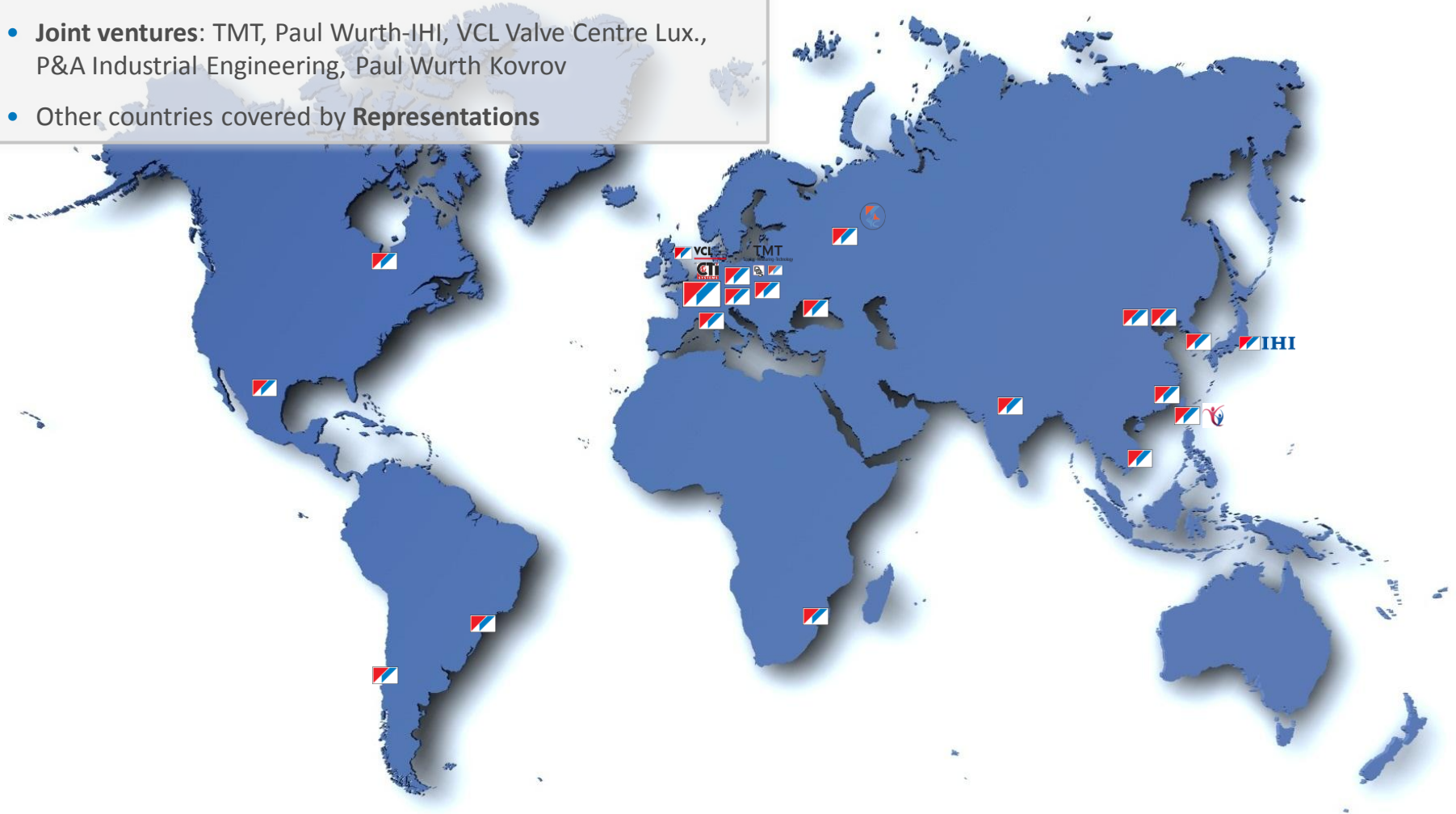
¹⁾Including Other/Consolidation.

²⁾Year average with apprentices/other.



Global Player

- About **1.500** highly-qualified staff
- **28 Group members** in 17 countries, including 21 operational entities
- **Joint ventures:** TMT, Paul Wurth-IHI, VCL Valve Centre Lux., P&A Industrial Engineering, Paul Wurth Kovrov
- Other countries covered by **Representations**



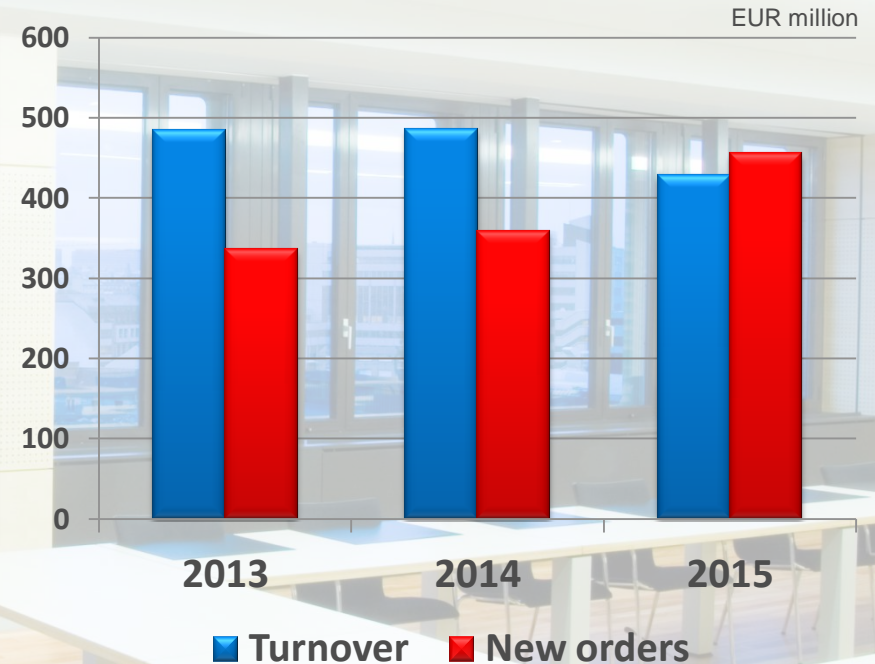


Key indicators of Paul Wurth Group

Financial data

(in MEUR)	2013	2014	2015
Turnover	483.8	485.3	427.9
Result before tax	22.5	11.2	20.6
New orders	336.3	359.0	455.7
Order book	820.3	647.9	671.3

Business Development



Staff evolution

Headcount (yearly average)	2013	2014	2015
Companies of the Group	1 636	1 519	1 704



Technology portfolio

- 186** patented inventions
protected by 1418 active patents
- 16 license agreements
- more than 50 active cooperations

Certifications

- ISO 9001 Quality Management System
- VCA/SCC** Safety Management System
- EN 1090-1 Factory Production Control

(Certifications may vary from one entity to another)





Paul Wurth Products & Services



**Blast
Furnace
Plants &
Technology**



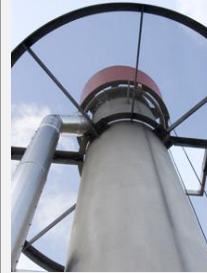
**Cokemaking
Plants &
Technology**



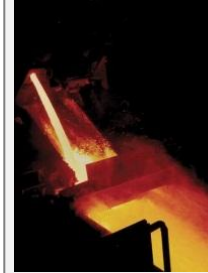
**Agglomeration
Plants &
Technology**



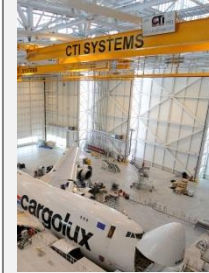
**Direct
Reduction
Plants**



**Environ-
mental
Protection &
Recycling
Technologies**



**Systems &
Equipment
for the Non-
Ferrous /
Ferro-Alloys
Industry**



**Intralogistics
Solutions for
Heavy Loads**



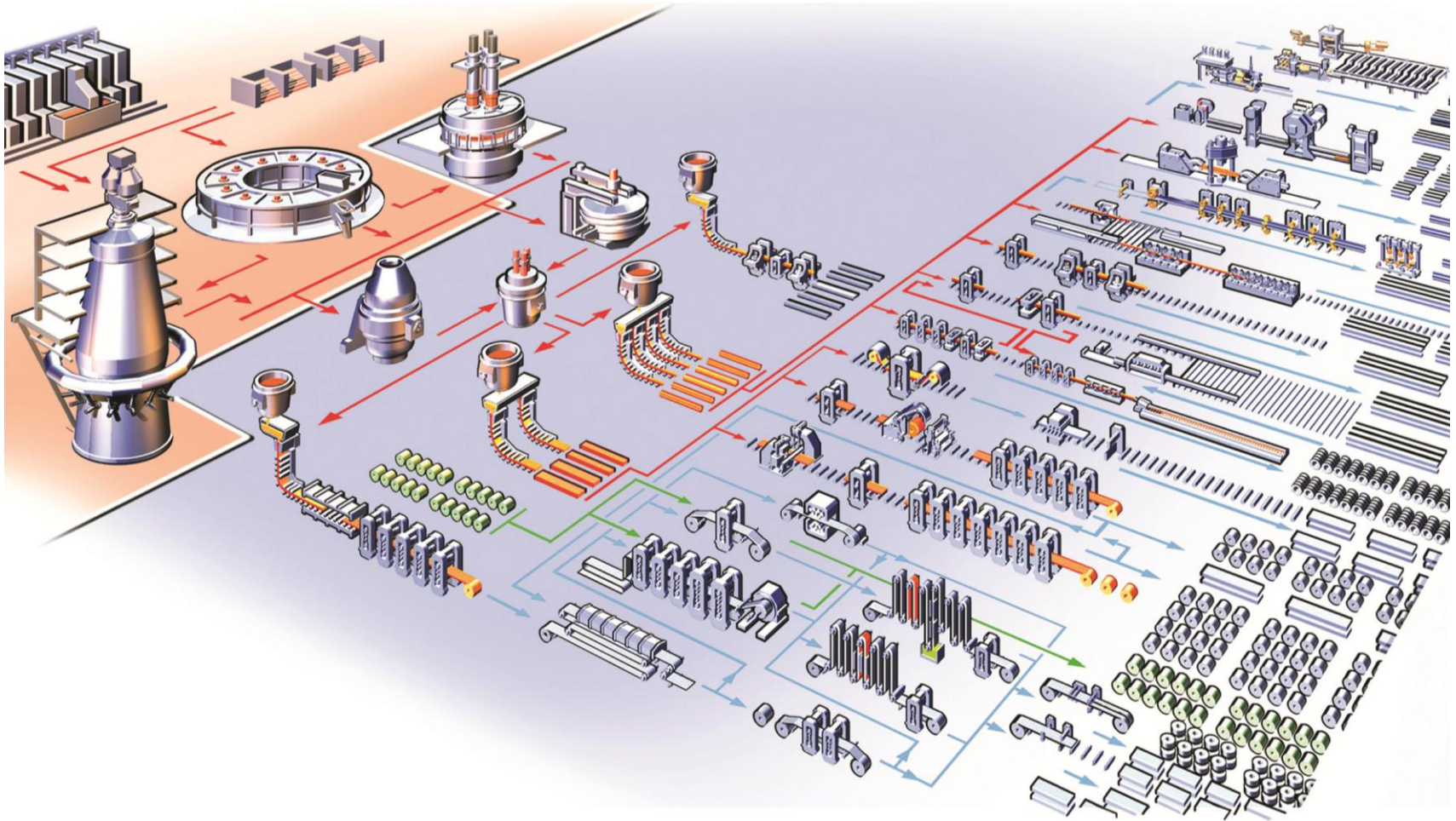
**Town Planning,
Civil
Engineering &
Infrastructure
Projects**

Our services





Competence for the entire metallurgical chain

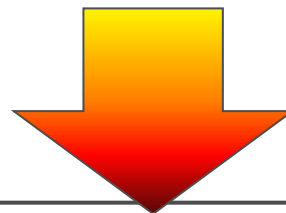




From the ideas world...



IDEAS ENVIRONMENT





... to the process innovation



Competences + Creativity = INNOVATION

- **Global leader in Ironmaking Technologies**
 - Construction of complete blast furnaces, coke ovens, agglomeration & direct reduction plants
 - Advanced environmental protection, energy-saving & recycling technologies
- **Innovative solutions for Civil Construction and Infrastructure Projects**

If you are interested in a practical internship/thesis work or looking for a challenging position within our company or group, please send your application to career@paulwurth.com.

Paul Wurth S.A.

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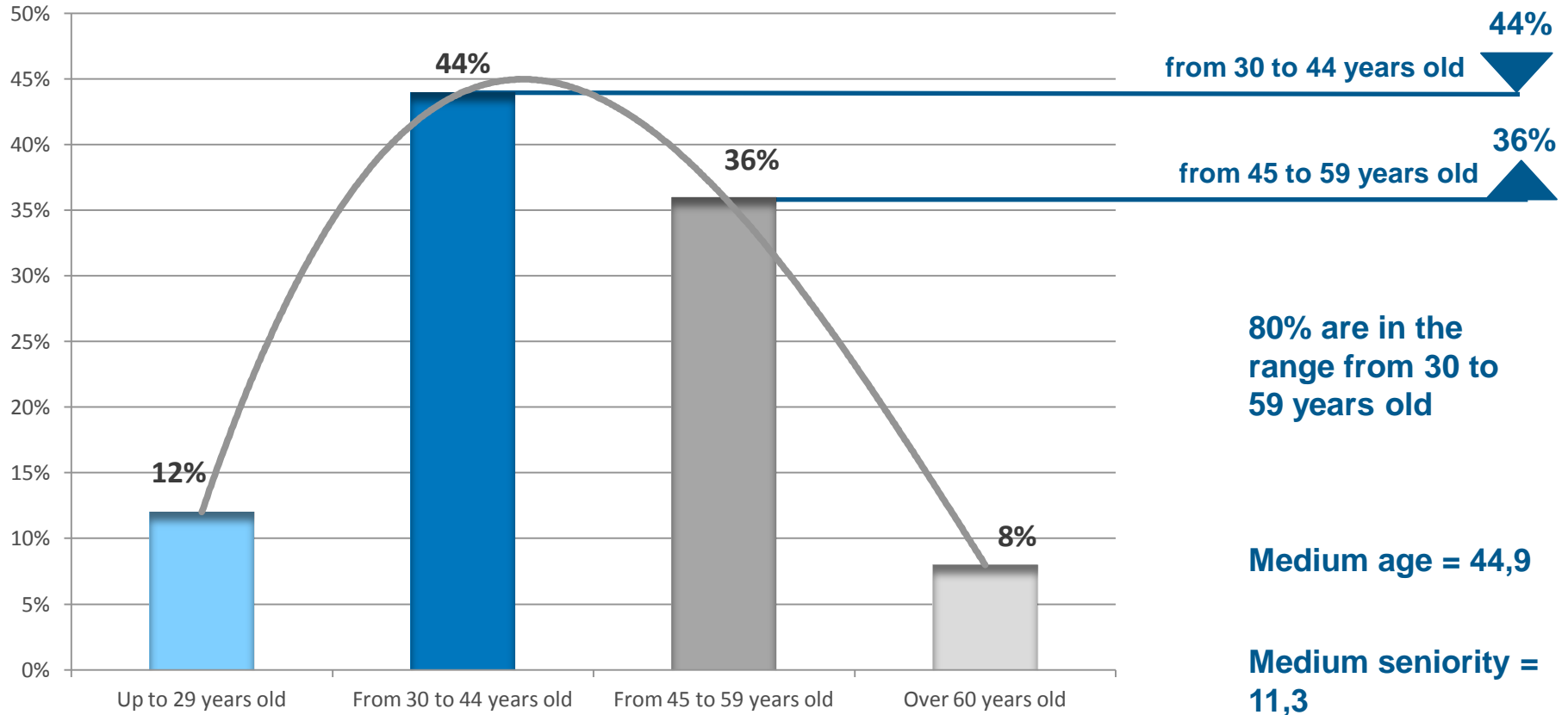
Subsidiaries: Brazil, Chile, Czech Republic, Germany, India, Italy, Japan, Korea, Mexico, P.R. China, Russia, South Africa, Taiwan, Ukraine, U.S.A., Vietnam





A young company...

HR statistical curve of age

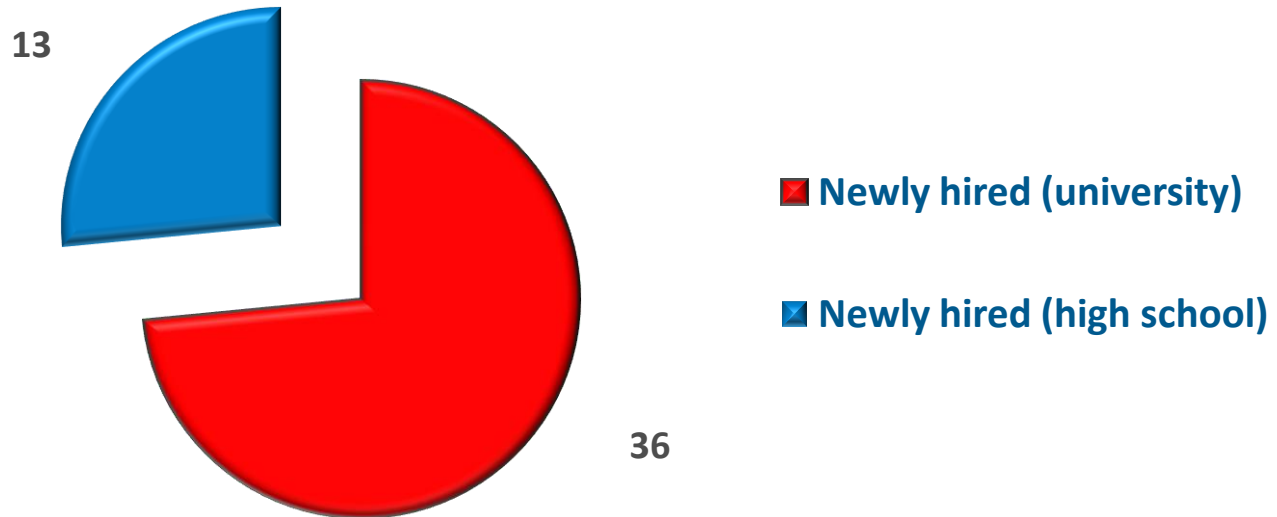




... with high educational level...

New Employees – last 4 years hiring

49 newly graduated employees hired 2012 - 2015



Function	N° of people
Staff	13
General Engineering	12
Technologies (including Sales)	24



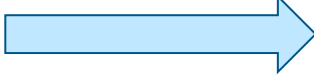




... and continuous improvement

Training program– 2015 Paul Wurth Italia

Training courses

Subject

- | Training courses | | Subject |
|---|--|---|
| • Project Management |  | • PMI Certification PMP for all Project Managers. 56 training hours with a dedicated teacher for the exam preparation, plus individual training. |
| • Leadership and Change Management |  | • 22 people involved in two classes. |
| • Technology & professional training |  | • Homogenization of the technologies know-how
• Know How Transfer (CDQ) |
| • 2D and 3D Software |  | • AutoCAD 2015 migration, CREO 2.0, Navisworks and E3D |
| • Design Regulations |  | • ATEX, 2006/42/CE, EN 1090 |



Paul Wurth Italia co-operation with Genoa University



7th Edition
2016



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