

# Reviewed group interim financial results for the six months ended 30 June 2012

**ArcelorMittal South Africa Limited**  
 Registration number: 1989/002164/06 Share code: ACL ISIN: ZAE 000134961  
 ("ArcelorMittal South Africa", "the company" or "the group")



# ArcelorMittal

**Registered office**  
 ArcelorMittal South Africa Limited, Room N3-5, Main Building, Delfos Boulevard, Vanderbijlpark, 1911

**Directors**  
**Non-executive**  
 M.N. Nyembezi (Chairman), D.K. Chugh, F.A. du Plessis, M. Macdonald, S. Maheshwar, P. Mond, D.C.G. Murray, N.O. Orléan, G. Liqueur  
 ■Citizen of India ■Citizen of Spain \*Independent non-executive

**Executive**  
 N. Nyembezi-Heita (Chief Executive Officer), R.H. Torlage (Chief Financial Officer)

**Company Secretary**  
 Premium Corporate Consulting Services Proprietary Limited

**Sponsor**  
 Deutsche Securities (SA) Proprietary Limited, 87 Maude Street, Sandton, 2146. Private Bag X9933, Sandton, 2146

**Transfer secretaries**  
 Computershare Investor Services Proprietary Limited, 70 Marshall Street, Johannesburg, 2001  
 PO Box 61051, Marshalltown, Johannesburg, 2107



**Overview**  
 Domestic steel demand was weaker than anticipated during the second quarter and together with higher input costs, resulted in a decline in headline earnings to R106 million for the six months ended 30 June 2012 from R668 million for the corresponding period last year. Compared to the previous six months, headline earnings improved by R826 million from a headline loss of R720 million following various production interruptions during the second half of last year. The first half of 2012 saw improved operational stability in all our operations with no major incidents.

EBITDA for the first half of R1.04 billion represents a drop of R0.6 billion compared to the corresponding six months due to lower sales and higher input costs, offset by higher domestic prices. Liquid steel production was down 11% compared to prior year and up 15% compared to the previous six months, following significant production losses during the second half of last year, most notably as a result of the dust catcher failure at Newcastle. Sales dropped marginally compared to the corresponding period but rose 19% against the previous six months.

Safety remains our key priority. We are pleased to report an all-time record for lost time injury frequency rate for the period of 0.6. During the reporting period, our Saldaña operations achieved a new record of 370 days without a lost time injury. Most importantly, we completed the half-year with zero fatalities.

## Key statistics

Quarter ended			Six months ended			Year ended
30 June 2012	31 March 2012	30 June 2011	30 June 2012	30 June 2011	31 December 2011	2011
8 650	9 142	8 799	17 792	16 576	31 453	
224	817	987	1 041	1 635	1 720	
179	634	766	410	633	365	
2.6	8.9	11.2	5.9	9.9	5.5	
(198)	458	631	260	929	297	
(177)	279	470	102	654	8	
(177)	283	473	106	668	(52)	
(44)	71	118	26	166	(13)	
1 344	1 383	1 639	2 727	3 076	5 453	
1 249	1 288	1 289	2 537	2 582	4 708	
844	994	1 024	1 838	1 920	3 507	
405	294	265	699	662	1 201	
0.6	0.81	1.1	0.6	1.1	1.24	
Last time injury frequency rate						

## Market review

**International**  
 Global steel consumption remains subdued with demand in Europe still sluggish, whilst a slowdown in economic growth in China contributed to a decline in steel consumption growth. China entered a less steel-intensive growth phase at a time when uncertainty in the eurozone resulting from the debt crisis persists, depressing steel demand in most markets. It is remarkable that China is still expanding its production despite the slack market demand.

On the continent, the sub-Saharan region continues to enjoy a relatively favourable growth in steel consumption. The region is projected to grow at an average of 5% over the next three years, with infrastructure investments in energy generation, improved mining investments and housing related developments being the key drivers of steel demand. However, the increased influx of steel imports and participation of construction companies from other regions that use material from their country of origin will serve to heighten competition.

**Domestic**  
 The annualised GDP growth rate for the South African economy for the second quarter of 2012 of around 2.6% is down from the already low 2.7% registered during the first quarter. Building and construction – the main driver of steel consumption – has shown no signs of improvement while only moderate growth was evident from the manufacturing sector despite the weaker rand improving business sentiment for the export sector. The mining sector continued to register a slowdown in production levels and investment. The exception to the overall negative trend in the domestic market was the automotive sector, which continued to enjoy some buoyancy. Nevertheless, overall steel demand was down on the previous year.

## Financial review

**Six months ended 30 June 2012 compared with six months ended 30 June 2011**  
 Total revenue of R17.8 billion was 7% higher driven by a 13% increase in average net realised prices, of which local prices increased by 12% and exports by 19%. This was primarily due to a weakening in the average rand/US dollar exchange rate from R6.90 to R7.94. Steel shipments were down 2%, with flat products dropping 6% while long products were up 10%. Local shipments decreased by 4% as a result of poor domestic market conditions and exports increased by 6%. Revenue from Coke and Chemicals of R0.9 billion was 31% lower due to a 38% decline in commercial coke sales to total 232 000 tonnes. Average net realised prices were slightly lower.

The increase in revenue was offset by higher operating costs, with the production cash cost of hot rolled coil increasing by 11% and billets by 13%. This resulted from a 20% rise in the price of iron ore, 19% for electricity, 12% for local coking coal and 2% for imported hard coking coal on a US dollar FOB basis and 15% on a Rand delivered basis, resulting in an operating profit of R260 million, a decrease of 72% compared to prior year.

Included in the results is a second payment on the insurance recovery of R245 million received during the first quarter relating to the industrial accident at Newcastle. This brings the total amount received to date to R734 million.

Liquid steel production was 349 000 tonnes lower or 11%. Capacity utilisation for flat steel was 66% compared to 76% for the corresponding period following the temporary closure of the electric arc furnace production route in Vanderbijlpark due to weak demand and high electricity tariffs during the winter months. Capacity utilisation for long steel was 75% compared to 81% in first half last year following high levels of import steel stocks after the Newcastle industrial accident during second half 2011.

Financing costs of R201 million for the six months are significantly higher than the income of R13 million reported for the corresponding period. Included in finance costs are net foreign exchange losses of R25 million for the period compared to the net foreign exchange gains of R100 million in the previous period.

The income from equity accounted investments of R51 million was due to our share of equity income from Macsteel International Holdings BV partly offset by losses incurred in Coal of Africa Limited.

### Quarter ended 30 June 2012 compared with quarter ended 31 March 2012

Total revenue of R8.7 billion was 5% down driven by 3% lower shipments, of which domestic shipments were 15% down and exports 38% up. Flat and long product shipments were down 3% and 2% respectively. Domestic prices were relatively stable but export prices rose 9%. Coke and Chemicals revenue was 35% lower at R372 million with sales down 38% and average net realised prices 5% lower.

Production costs were little changed, with hot rolled coil cash costs up 1% and billets down 2%. The prices of iron ore, electricity and local non-coking coal increased by 4%, 39% and 2% respectively, whereas the price of imported coking coal dropped 15% on a US Dollar FOB basis and 13% on a Rand delivered basis.

Liquid steel production was 39 000 tonnes lower or 3%. Capacity utilisation for flat steel was 63% compared to 69% for the previous period following the temporary closure of the electric arc furnaces in Vanderbijlpark in April. 78% capacity utilisation for long steel compared favourably to the 70% achieved in first quarter as elevated stocks due to imports early in the year started to come down. The operating loss of R198 million is a decrease of R656 million on the back of significantly lower domestic demand for steel and commercial coke.

The net income on equity accounted investments of R42 million was due to our share of income incurred at Coal of Africa Limited and by equity income from Macsteel International Holdings BV.

### Quarter ended 30 June 2012 compared with quarter ended 30 June 2011

Total revenue of R8.7 billion was 2% down driven by an 18% decline in domestic dispatches offset by a 53% increase in exports, resulting in a 3% overall drop in shipments. Flat product shipments were relatively stable whilst long products fell 10%. Average net realised prices were 5% higher, with local and export prices up 7% and 11% respectively, primarily due to a weakening in the average rand/dollar exchange rate from a level of R6.79 to R8.12. Revenue at Coke and Chemicals dropped by a substantial 46% to R372 million as a consequence of the closure of half the production facilities in the ferrochrome industry during the second quarter. Commercial coke sales were down 49% to a total of 89 000 tonnes with a 9% drop in average net realised prices.

The production cash cost of hot rolled coil rose 6% and billets 12%. The prices of iron ore, electricity and local non-coking coal increased by 23%, 17% and 2% respectively, whereas the price of imported hard coking coal decreased by 16% on a US Dollar FOB basis and 1% on a Rand delivered basis.

Liquid steel production fell in line with declining market demand, dropping by 295 000 tonnes or 18%. Accordingly, capacity utilisation for flat steel reduced to 63% compared to the 77% achieved in the corresponding period last year. 78% capacity utilisation for long steel compared unfavourably to 94% in second quarter last year reflecting the much weaker market conditions in 2012.

Finance costs increased by R86 million to R110 million due to the lower net cash position of R2.1 billion which increased the need for the utilisation of overdraft facilities.

The income on equity accounted investments of R42 million was attributable to our share of equity income from Macsteel International Holdings BV partly offset by losses incurred in Coal of Africa Limited.

## Environment

Plans are on track to have the new emission abatement system for Vanderbijlpark's sinter plant fully operational in the second half of 2012. At a total cost of R250 million, the project can be regarded as a milestone for the site with an expected reduction in particulate releases from this emission source of approximately 70%. Another important project that is in progress is the Newcastle zero effluent discharge ("ZED") project entailing the improvement of effluent treatment and the recovery thereof with a planned completion date of early 2014 at an estimated cost of R300 million.

The proposed carbon tax remains a major concern. The release of the reviewed Carbon Tax Discussion Paper as announced by the Minister of Finance is awaited in order to serve as a basis for further engagement with National Treasury.

## Contingent liabilities

### Wire rod matter – alleged price discrimination

On 15 January 2007, the Competition Commission ("the Commission") referred a case against the company to the Competition Tribunal ("the Tribunal"). The case relates to alleged price discrimination in wire rod. The matter is yet to be set down for a hearing before the Tribunal.

### Long steel matter – alleged cartel conduct

On 1 September 2009, the Commission referred a case against the company and three other primary steel producers in South Africa to the Tribunal for alleged price fixing and market division in respect of certain long steel products. The Commission has recommended the imposition of a penalty of 10% of the company's 2008 annual turnover. On 3 September 2010, the Tribunal refused access to the bulk of documentation requested by the company to file its answering affidavit, largely because of confidentiality claims placed by Scw South Africa Proprietary Limited in respect of these documents. The company appealed this matter to the Competition Appeal Court ("the CAC"). On 2 April 2012, the CAC ruled essentially that the matter be referred back to the Tribunal for a hearing to determine the validity of these confidentiality claims. The Commission has since filed an appeal against this ruling of the CAC with the Supreme Court of Appeal. The company is opposing the basis for the appeal and has applied for leave to cross appeal.

### Flat steel matter – alleged conscious parallelism

On 30 March 2012, the Commission referred a restrictive horizontal practice case against the company and Evraz Highveld Steel and Vanadium Limited ("Highveld Steel") to the Tribunal for adjudication. This relates to alleged price fixing and market allocation in respect of flat steel products. The form of price fixing alleged by the Commission in this instance is one based on the "conscious parallelism" phenomenon. This mainly relates to Highveld Steel increasing its prices each time ArcelorMittal South Africa increases its prices. ArcelorMittal South Africa strongly rejects allegations by the Commission and will defend itself. The Commission has recommended to the Tribunal to impose a penalty of 10% of the company's 2008 annual turnover.

## Competition Commission investigations

The Commission is formally investigating three (previously five) complaints against the company. The first involves alleged prohibited vertical practices in respect of purchases of scrap steel. The second appears to involve an extension of the wire rod matter described above under contingent liabilities and includes another alleged contentment as well as a later period, both of which were not covered in the initial wire rod referral. The third relates to alleged excessive pricing in triplate (which was investigated separately initially) as well as flat steel in general and Sishen surcharge. The company is cooperating fully with the Commission in all these investigations and continues to deliver all information and documentation to the competition authorities and as when called upon to do so.

### Dispute with Sishen Iron Ore Company Proprietary Limited ("SIOC")

Judgment in the High Court application to refer the award of mineral rights to Imperial Crown Trading 289 Proprietary Limited ("ICT") by the Department of Mineral Resources ("DMR") was delivered in December 2011. The judge found, as argued by the company, that SIOC was awarded 100% of the mining rights in the Sishen mine and therefore the award of ICT was invalid. ICT and the DMR subsequently lodged an application for leave to appeal the decision. SIOC also submitted a conditional cross appeal. The application for leave to appeal to the Supreme Court of Appeal was heard on 11 May 2012 and granted. The appeal is expected to be heard in November 2012.

The dispute between SIOC and the company relating to the validity of the iron ore supply agreement has been referred for arbitration. The existing interim sharing agreement between the company and SIOC will expire on 31 July 2012. Negotiations are under way to extend or renew the agreement.

## Dividend

No dividends were declared for the six months ended 30 June 2012.

### Outlook for quarter three 2012

Due to a further deterioration in market conditions, third quarter financial results are expected to extend the headline loss incurred in second quarter on the back of lower steel prices and a further decline in domestic demand, partly offset by improved commercial coke sales. Mitigating the expected loss is a potential insurance pay-out resulting from claims currently in the process of finalisation. Movements in the exchange rate will also have an important impact.

On behalf of the Board of Directors

**N Nyembezi-Heita** **RH Torlage**  
 Chief Executive Officer Chief Financial Officer

24 July 2012

## Forward-looking statements

Statements in this release that are neither reported financial results nor other historical information, are forward-looking statements, including but not limited to statements that are predictions of or indicate future earnings, savings, synergies, events, trends, plans or objectives. Such forward-looking statements should not be placed on such statements because, by their nature, they are subject to risks and uncertainties whose impact could cause actual results and company plans and objectives to differ materially from those expressed or implied in the forward-looking statements (or from past results).

## Condensed group statement of comprehensive income

Quarter ended			Six months ended			Year ended
30 June 2012	31 March 2012	30 June 2011	30 June 2012	30 June 2011	31 December 2011	2011
Unaudited	Unaudited	Unaudited	Reviewed	Reviewed	Audited	Audited
In millions of rands						
8 650	9 142	8 799	17 792	16 576	31 453	
(5 163)	(5 112)	(5 387)	(10 275)	(9 761)	(19 886)	
(920)	(802)	(811)	(1 722)	(1 592)	(3 164)	
(809)	(732)	(1 036)	(1 541)	(1 668)	(3 177)	
(38)	(459)	901	(497)	886	1 733	
(418)	(355)	(352)	(773)	(699)	(1 409)	
(4)	(4)	(4)	(8)	(7)	(14)	
(1 496)	(1 220)	(1 479)	(2 716)	(2 806)	(5 239)	
(198)	458	631	260	929	297	
2	5	13	19	31	31	
(110)	(91)	(24)	(201)	13	(168)	
42	9	52	51	(10)	(34)	
(264)	381	672	117	951	126	
87	(102)	(202)	(15)	(297)	(118)	
(177)	279	470	102	654	8	
<b>Other comprehensive income</b>						
121	(94)	(18)	27	27	315	
(3)	(21)	(4)	(24)		(12)	
5	(7)	8	(2)	(141)	7	
(54)	157	456	103	540	318	
(177)	279	470	102	654	8	
<b>Total comprehensive income/ (loss) for the period</b>						
(54)	157	456	103	540	318	
<b>Attributable earnings/(loss) per share (cents)</b>						
(44)	70	117	25	163	199	
(44)	70	117	25	163	199	

## Condensed group statement of financial position

		As at 30 June 2012	As at 31 March 2012	As at 30 June 2011	As at 31 December 2011
		Reviewed	Unaudited	Reviewed	Audited
In millions of rands					
<b>ASSETS</b>					
<b>Non-current assets</b>					
Property, plant and equipment		16 126	16 364	16 159	16 618
Intangible assets		118	123	83	126
Equity accounted investments		3 056	2 687	2 262	2 772
Other financial assets		35	37	70	57
<b>Current assets</b>		<b>12 660</b>	<b>13 339</b>	<b>13 865</b>	<b>12 849</b>
Inventories		8 762	9 301	8 175	9 335
Trade and other receivables		3 327	3 409	3 065	2 374
Taxation		3	1	2	100
Other financial assets		3	1	2	1
Cash and cash equivalents		550	628	2 623	439
<b>Total assets</b>		<b>31 995</b>	<b>32 550</b>	<b>32 439</b>	<b>32 422</b>
<b>EQUITY AND LIABILITIES</b>					
<b>Shareholders' equity</b>					
Stated capital		37	37	37	37
Non-distributable reserves		(2 169)	(2 339)	(2 601)	(2 231)
Share-based payment expense		24 914	25 133	25 665	24 863
<b>Non-current liabilities</b>		<b>4 466</b>	<b>4 443</b>	<b>4 484</b>	<b>4 474</b>
Borrowings and other payables (Note 6)		254	231	222	241
Deferred income tax liability		450	438	483	451
Provision for post-retirement medical costs		2 223	2 289	2 287	2 310
Non-current provisions		7	8	7	7
<b>Current liabilities</b>		<b>1 532</b>	<b>1 477</b>	<b>1 485</b>	<b>1 465</b>
Trade and other payables		4 747	5 276	4 854	5 279
Borrowings and other payables (Note 6)		4 293	4 127	4 127	4 644
Finance lease obligations		148	132	156	151
Taxation		55	55	55	57
Current provisions		251	3	180	427
Cash and bank overdraft		3	329	336	427
<b>Total equity and liabilities</b>		<b>31 995</b>	<b>32 550</b>	<b>32 439</b>	<b>32 422</b>

## Group statement of changes in equity

		As at 30 June 2012	As at 31 March 2012	As at 30 June 2011	As at 31 December 2011
		Reviewed	Unaudited	Reviewed	Audited
In millions of rands					
<b>Balance at 1 January 2011</b>					
Total comprehensive income for the period (net of income tax)		37	(3 918)	1 443	24 994
Management share trust: net treasury share purchases				(114)	654
Share-based payment expense				(6)	(6)
Transfer of equity accounted earnings				11	11
<b>Balance at 30 June 2011 (Reviewed)</b>		<b>37</b>	<b>(3 918)</b>	<b>1 317</b>	<b>25 665</b>
Total comprehensive income for the period (net of income tax)				424	(646)
Management share trust: net treasury share purchases				(6)	(6)
Share-based payment expense				17	17
Dividend				(17)	(221)
Transfer of equity accounted earnings				(65)	65
<b>Balance at 31 December 2011 (Audited)</b>		<b>37</b>	<b>(3 918)</b>	<b>1 687</b>	<b>24 863</b>
Total comprehensive income for the period (net of income tax)				(122)	279
Share-based payment expense				5	15
Transfer of equity accounted earnings				9	(9)
<b>Balance at 31 March 2012 (Unaudited)</b>		<b>37</b>	<b>(3 918)</b>	<b>1 579</b>	<b>25 133</b>
Total comprehensive income for the period (net of income tax)				423	(177)
Share-based payment expense				12	(42)
Transfer of equity accounted earnings				1	1
<b>Balance at 30 June 2012 (Reviewed)</b>		<b>37</b>	<b>(3 918)</b>	<b>1 749</b>	