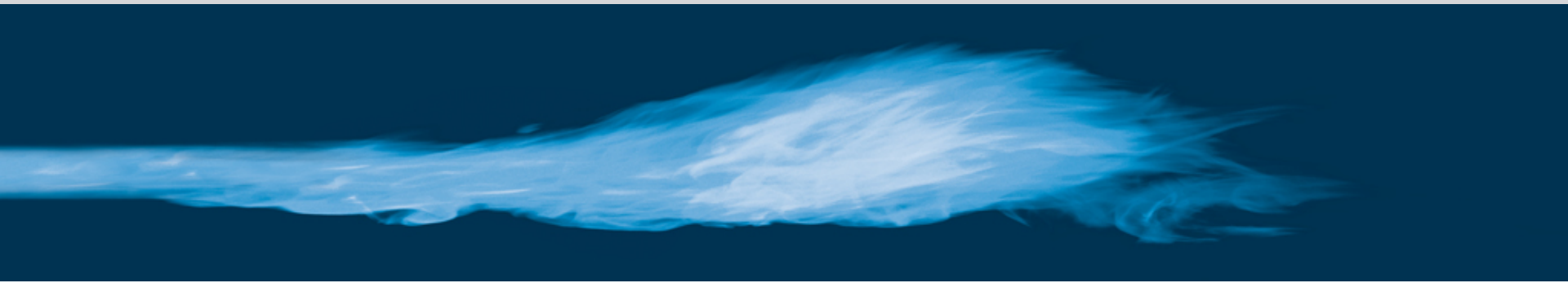


# UIC - Market Place Seminar

Vienna April 18 - 19



# Agenda

Introduction RHI and some key figures

RHI requirements

Safe transport, Equipment

Service, Costs

## Summary

# Refractories – indispensable for the basic industry



RHI is a vertically integrated global provider of high-grade refractory products, systems and services, which are indispensable for industrial high-temperature processes exceeding 1,200 °C

# RHI at one glance



- Sales
- Production
- Headquarters
- Technology centre
- Mines and raw material production
- Ⓜ Production site under construction

## Key facts

- Focus on production, sale and installation of high-grade refractory products
  - **Shipment of 1.85 million mt**, Revenues of €1,835.7 million and EBIT of €167.6 million in 2012
- 32 productions sites and more than 70 sales offices with 8,000 employees
- Global partner for over 10,000 customers in more than 180 countries
- Technology leadership with close to market R&D facilities and tailor-made products

## Selected key customers

Steel	Cement	Glass	Nonferrous
 ArcelorMittal	 CEMEX	 ArdaghGlass	 GLENCORE INTERNATIONAL AG
 Severstal	 Holcim	 CORNING	 bhpbilliton
 Production site under construction	 LAFARGE	 VITRO	 RioTinto

# Delievery figures to CIS

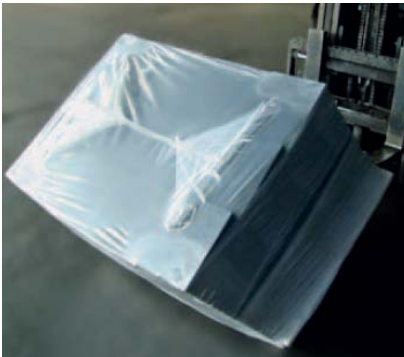
Delieveries CIS (truck/rail)	mt
Rail	28.829,37
Truck	12.110,23
<b>Sum</b>	<b>40.939,61</b>

Delieveries CIS (truck/rail customer country)	mt
<b>Russian Fed.</b>	<b>17.248,32</b>
Rail	13.174,34
Truck	4.073,98
<b>Ukraine</b>	<b>9.622,11</b>
Rail	7.730,59
Truck	1.891,52
<b>Kazakhstan</b>	<b>7.100,23</b>
Rail	6.779,57
Truck	320,66
<b>Latvia</b>	<b>5.673,93</b>
Truck	5.673,93
<b>Azerbaijan</b>	<b>1.157,60</b>
Rail	1.144,87
Truck	12,73
<b>Moldavia</b>	<b>136,33</b>
Truck	136,33
<b>White Russia</b>	<b>1,09</b>
Truck	1,09
<b>Sum</b>	<b>40.939,61</b>

Delieveries CIS (truck/rail plant country)	mt
<b>Rail</b>	<b>28.829,37</b>
AT	14.707,52
DE	6.687,50
CN	6.531,74
TR	598,65
Europe	234,39
ES	69,57
<b>Truck</b>	<b>12.110,23</b>
DE	6.069,77
AT	5.002,76
Europe	424,97
IT	374,76
TR	99,17
GB	74,62
ES	64,18
<b>Sum</b>	<b>40.939,61</b>

# Safe transport

- We provide certified packing units
  - > RHI stretch hood packaging is well tested and certified from external testing centers
- We developed a certified securing loads concept
  - > RHI securing load is well tested and certified according UIC guidelines (RCA and DEKRA)
- **We require a proper documentation (pictures) about all loading and reloading activities or issues**



- ① dunnage
- ② Air Bags



# Equipment

- **We require proper wagon equipment in time at the right place**
  - > **We can't accept political games that influences:**
    - a. Availability**
    - b. Quality**
    - c. Price**



# RHI focus: Information Management of our logistic providers

- Consistently Track and Tracing Service
  - > only one layout defined by the shipper

														Zahony/Chop				
Transportnr.	europäischer Waggon	GUS-Waggon	CIM/SMGS-Nummer	Ready for pick up	Pick up	Arrival	Roll off	current location	Destination	km to destination	ETA	CTA	ATA	Incident	Instructions send	waggon returned	Vertriebs-MA	
1004011415	3181 274 3486-4	242 41 838	5489	12.Okt	12.Okt	16.Okt	19.Okt	Batajsk	Kishly	1256	05.Nov	07.Nov	08.Nov	3 Tage Wartezeit Station xy	x	x	Stepnowski	

- > Up-to-date information about the status (currenty manually maintained in excel-sheets)
- > Goal: automated track and tracing → precondition for lower safety stocks and fast troubel-shooting/alternative solution (truck or airfreight) when delays occur
- Reliable quotation within 2 days (requirement for flexible sales processes of RHI)
- We expect active logistic consulting for optimization of RHI transport logistics
  - > Informations to support our logistic providers are delivered by RHI (flow of goods, dimension, weights, NHM-number)



# Challenges for Rail-deliveries of RHI

- Tendency: Truck costs are stagnant, partially have decreased
  - > Hard Competition for all Rail-transports till region Moscow and all shorter distances (especially for RHI plants without railway siding)
  - > Longer distances (e.g. Novotroitsk or Chelyabinsk) are still competitive, but the Gap to truck loads is narrowing
- Rail Costs are in steady rise → only process improvement (stacking through RHI load security) has maintained the cost advantage
- Problem with changing currency-rates needs to be solved → more rate stability
- The GUS-Railway requires a cost advantage too to be economical efficient for RHI as trucks are a more flexible logistic tool