

# 1H 2005 Operating Performance

July 8, 2005



Figures provided in this presentation are based on unaudited financial statements of the Company for the first half of 2005 and have been prepared solely for the convenience of investors. Certain contents in this presentation are subject to change during the course of auditing process. The financial data presented are based on POSCO's non-consolidated financial statements.

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- II. Key Management Initiatives
- III. Steel Industry Environment
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### **Production/Sales**



☐ Maintained previous year's production level despite refurbishment of BF#2

☐ Reduced production of finished products caused by rationalization of Plate Plant #2 and HR Plant #2

(In thousand tons)

	20	004	2005	
= 5 <sub>1</sub>	1H	2H	1H	YOY (%)
Crude Steel	14,790	15,414	14,989	1.3
Finished Products(FP)	14,431	14,984	14,420	△0.1
FP Sales	14,344	14,858	14,185	△1.1
Domestic	10,602	11,288	10,588	$\triangle 0.1$
Export (%)	3,742 (26.1)	3,570 (24.0)	3,597 (25.4)	△3.9
FP Inventory	338	346	431	27.5

<sup>•</sup> Major rationalization period & Effect

<sup>-</sup> Pohang Plate#2 (Apr. 6, '05 ~ June 3) : +300K tons (1,800K  $\rightarrow$  2,100K)

<sup>-</sup> Pohang HR #2 (June 8,'058~ June.24) : +400K tons (4,500K  $\rightarrow$  4,900K)

# **Sales by Product**



- □ Reduced production and sales volume due to rationalization of HR and Plate
- ☐ Increased sales of high value added products, i.e. CR, Electric Steel Sheets

(In thousand tons)

	20	04	2005	
<b>F</b> 3	1H	2H	1H	<b>YoY</b> (%)
Hot Rolled	5,063	5,160	4,560	△9.9
Plate	1,603	1,703	1,408	△12.2
Wire Rod	995	1,019	1,033	3.8
Cold Rolled	4,813	5,031	5,288	9.9
Electric Steel	358	343	389	8.6
Stainless	969	968	955	△1.4
Others	543	634	552	1.6
Total	14,344	14,858	14,185	△1.1

# **Income Statement Summary**



☐ Continued increase of net profit due to increased ASP, reduced COGS and appreciated KRW

<u>1H04</u> <u>2H04</u> <u>1H05</u> (In thousand. KRW)

• FP ASP :  $613 \rightarrow 706 \rightarrow 759$ 

• F/X Rate (W/\$): 1,152.5  $\rightarrow$  1,043.8  $\rightarrow$  1,024.4

(In billion KRW)

<b>T</b> 3	20	004	2005	
	1H	2Н	1H	YoY(%)
Sales	9,039	10,753	11,034	22.1
COGS	6,377	7,330	7,020	10.1
Operating Income	2,196	2,858	3,504	59.6
Opr. Margin	24.3	26.6	31.8	WAY.
Net Profit	1,635	2,191	2,570	57.2
Profit Margin	18.1	20.4	23.3	$\mathcal{I} + \mathcal{I} \setminus$

### **Financial Structure**



- ☐ Fixed Assets increased as the constructions of FINEX #1, CGL # 5, 6, etc. progress well according to the schedule
- ☐ Liabilities reduced due to continued debt repayment
  - KRW-denominated Bonds: KRW 300 bn. (Mar., Apr.)
  - F/X -denominated Bonds: KRW 206.6bn (May)

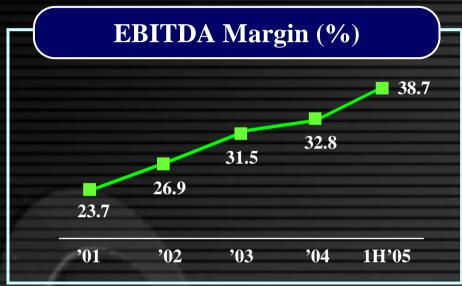
(In billion KRW)

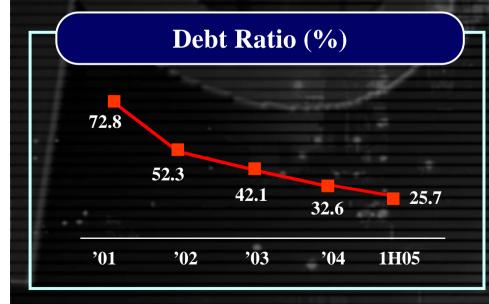
		2	2004		
		1H	2H	1H	
	Asset	19,244	21,367	22,344	
	Current Assets Fixed Assets	6,193 13,051	7,742 13,625	8,143 14,201	
	Liabilities	5,150	5,257	4,564	
	Debt	2,991	2,498	1,882	
Sh	areholder's Equity	14,094	16,110	17,780	

### **Financial Ratios**









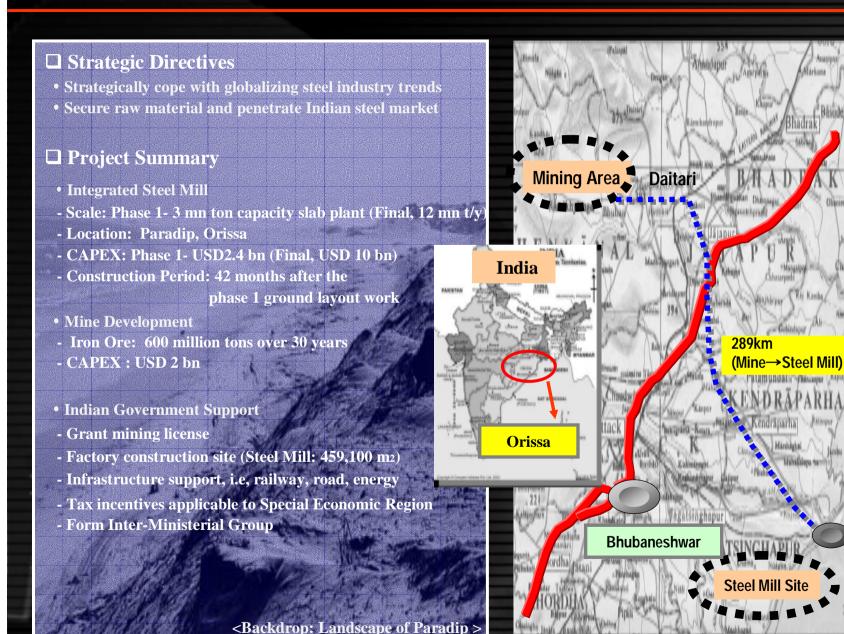




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# Integrated Steel Plant Project in India





**Paradip** 

Railway Road:

# **Integrated Steel Plant Project in India**



### **India:** High potential growth

- GDP growth of 6% p.a. forecasted
- Skilled labor force with low wages, abundant volume of quality iron ore (Estimated reserves: 13.5 billion tons)
  - Reserves in Orissa: 4 billion tons
  - · Coal, Crom, Magnite, lime, etc.
- Long-term steel industry development plan (Govn't of India)
  - Production(Mn tons)  $\frac{.04}{35} \rightarrow \frac{.20}{100}$
  - Per capita Consumption of Steel 30 → 100
  - **★** Korea (982kg), Japan (601kg), China (200kg)
- Incremental crude steel production increase: 27 mn tons by SAIL, etc.
- SAIL (11.6), TISCO (4.0), RINL (3.5), Jindal (2.5), Ispat (2.4), Essar (2.4 million tons)

### **Future Plans**

- Establish POSCO-India (Aug., '05)
- Optimal business structure and partnership
- Conduct feasibility studies (~ Nov., '05)
  - MEP, Environment test
  - Port, groundwork, energy, etc
- Mine development (Aug., '05 ~)
  - Obtain Iron Ore Prospecting License
  - Optimal mine development, select mine developer
- Factory site groundwork (Jan., '07)
- Phase 1: Jan., '08.1 → '10.6E (3mn ton capacity)

\*MEP: Master Engineering Planning



# Increased direct investment in raw material



- ☐ Direct investment in Australian coal mine-Carborough Downs, Glennies Creek
  - Stable supply of 8,4 mn tons of iron ore and coal

		Mines	Stake	Investment (\$ mn)	Annual Purchase (mn tons)
Australia	Iron Ore	POS-MAC	20%	12.2	3.0
	Coal	Mount Throley Foxleigh Glennies Creek Carborough	20% 20% 5% 5%	31.5 3.2 7.6 9.6	1.6 1.5 0.6 0.8
To the state of th		Downs			
Canada	Coal	Green Hills Elkview	20% 2.5%	43.2 25.0	2.7 0.7
Brazil	Iron Ore	Kobrasco	50%	38.5	2.7
South Africa	Fe-Cr	Pos-Chrome	25%	4.6	60,000tons
China	Fe-Si	Hubei	30%	3.0	11,000 tons

# **Investment in Energy**



#### **Korea Independent Energy Corp.(KIECO)**

#### **LNG Terminal**

- Maximize synergies with LNG Terminal
- Increased utilization rate→Economies of Scale
- Status
  - Capacity: 1,800MW
  - The largest private power generating company in Korea
  - Located in undersupplied metropolitan region
  - Stabilized profit owing to long-term purchase agreement with KEPCO
- Amount : KRW 291.5 bn ( 50% stake)

- Direct import of LNG
  - Benefit: Cost savings of KRW 60 bn. per annum
- Stable supply of environment-friendly fuel
  - 550 thousand tons per year for 20 years
- Status of LNG Terminal
  - Construction Period: Nov., '02~ Jun., '05(32 mths)
  - Official Launch: July 4, 2005
- Facility: Two 100,000 K liter reserve tanks, port, etc.







< Korea Independent Energy >

< LNG Terminal >

### **Domestic & Overseas Investment**



#### Refurbishment of BF#2 in Gwangyang

**Establishment of Overseas auto** steel sheet processing center

- Shortened Refurbishment Period & Early Normalized Operation
  - Refurbishment Period (77  $\rightarrow$  66 Days): +110K tons
  - Days to normalize the operation: 3 Days (NSC-Oita: 6 Days)
- Benefit
  - Inner capacity expansion → Productivity gains
    - 15% productivity gains → Production increase of 450 tons per annum
  - Prolonged product life cycle by 20 years
  - Electricity generating power: + 41%

- Launch POS-TPC (Apr., '05)
  - Scale: 120K tons per annum
  - Capacity expansion of auto makers such as Toyota, Ford in Thailand
  - Possible future application of TWB, laser welding (Final target: 200,000 tons)
- Launch POS-NPC(Jun., '05)
  - Scale: 160K tons per annum
  - Quality approval of POSCO's auto steel sheet in Japan
  - Future application of Blanking Line, TWB, laser welding systems







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### **Global Steel Marekt Trend**

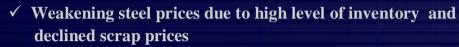


□ Polarized market trends in Japan, Southeast Asia/Continued price corrections in China, U.S.

S.E.A



- ✓ Downtrend pricing due to sluggish demand and delayed inventory reduction
  - Spot Market (HR,Germany) : € 530 (Jan., '05.1) → 450 (June)
- ✓ Steel mills' concerted efforts to cut production in 3<sup>rd</sup> quarter to balance supply and demand



- Spot prices (HR) : \$700 (Jan., '05)  $\rightarrow \$550$  (June)
- ✓ Major mills such as Mittal and US Steel plan to cut production to improve steel prices



- Continued fall of spot prices caused by oversupplied
   commodity grade steel and disincentives for exports of steel
   HR Spot Price : \$568 (Mar.) → 494 (May) → 363 (June)
- ✓Baoshan Steel anounced the 3<sup>rd</sup> quarter steel price

to stay flat





- **✓** Tight supply of BF-based products
  - Increasing price trends of auto steel sheet, plate, electric steel sheet (NSC,JFE →Toyota +10K yen)
- **✓** Downtrend pricing of commodity grade steel
  - Spot Price (HR): 67K yen (Mar.)  $\rightarrow$  65 (May~June)



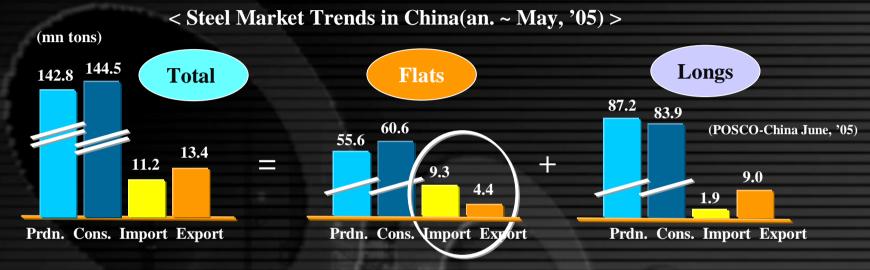
- **✓** Continued strength of high value added product prices
  - Japanese BF-base mills'  $3^{rd}$  quarter contract prices to remain flat or slightly increase( $$10{\sim}20/ton$ )
    - CR Export Price (Japan): \$720 (1Q)  $\rightarrow$  760 ~770 (2Q) 760 ~780 (3Q)
  - Regional Mills 3<sup>rd</sup> quarter contract prices to remain flat (CSC, Krakatau)
- **✓** Weakening demand for low grade steel

(POSCO, July, '05)

# **China Steel Industry**



☐ Net Import maintained on flat steel, led by stable demand for high-quality steel



☐ Slight uptrend pricing after the downtrend

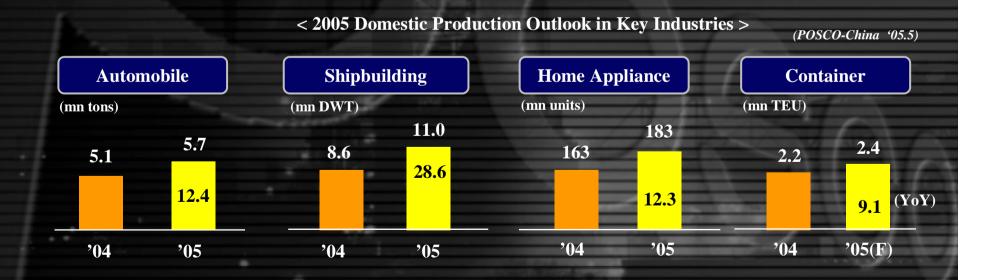


Price: Shanghai Spot Price (HR 3.0mm, CR 1.0mm) Inventory: Huadong Province HR+CR

# China Steel Industry



- ☐ Strong growth in high value added flat products such as auto steel sheet, electric steel sheet
  - Automobile: Entering the recovery phase from production reduction in 1Q05
    - Monthly production and sales volume increased by 7.3% yoy and 17.7% yoy, respectively
    - Auto sales volume increased by 24.5% yoy (May)
  - Shipbuilding: Record high production of 3.71 million DWT (+48.8%)
  - Home Appliance: High growth maintained on Air Conditioner (28.3%), Washing Machine(18.2%), Refrigerator (6.6%)

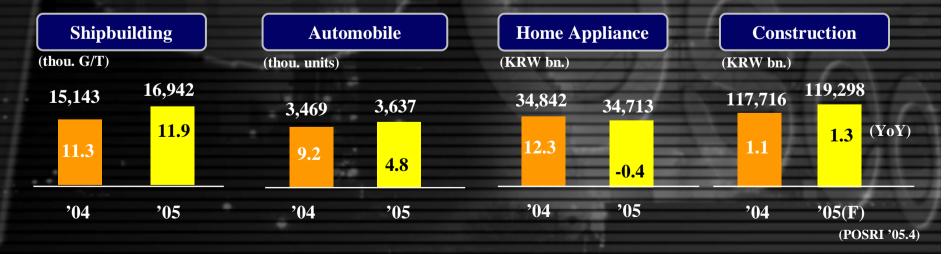


# **Domestic Steel Industry**



- □ 2005 GDP Growth of 3.8% forecasted on delayed domestic consumption and slowing export growth
  - GDP Growth : 4.6% ('04)  $\rightarrow 3.8\%$  ('05)
- ☐ Flat products post 4.7% growth, while long products face minimal growth prospect
  - Domestic : Continued growth forecasted on the back of strong demand from steel consuming industry and downstream rerollers
  - Export : High growth forecasted, helped by strong demand for coated steel
- ☐ Strong demand from shipbuilding, while slowing demand seen from autos, appliance and construction

< 2005 Domestic Production Outlook in Key Industries >



## Raw Materials & Freight Trends



### Nickel & Scrap Price

#### Nickel

- Prices at the peak due to strong demand from China and speculative demands (1H05 ASP U\$15,900/ ton)
- Prices forecasted to stabilized as stainless demand and production slow
- Scrap
  - Slowing demand due to weakend steel consumption is US, Europe
  - Weakening prices forecasted

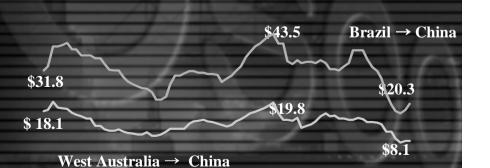
### **Freight**

- Continued downtrend since 2Q05 due to iron ore import restrictions and slowing demand for raw materials
- Flat downtrend forecasted

\$ 16,690 \$15,205 \$14,700 \$288 \$280 \$210

< Nickel & Scrap Price Trend(U\$/ton) >





< Freight Trend (US\$/ton) >

Jan., '04 Dec., '04 June, '05

### **Automobile Steel Sheet**



- ☐ Continued tight supply of automobile steel sheets due to new cars and export
  - Increased exports due to strong auto production growth in China, Southeast Asia
- □ New orders on the rise, helped by "Total Solution" service
  - Establish JIP system, utilizing overseas processing center(China, Thailand, Indonesia, Malaysia)
  - Begin the operation of GA Line: #5 CGL (450K/y, Oct., '05)
  - New product sales: TWB-related: 1,126K units ('04)  $\rightarrow$  3,000K units ('05)

< Automobile Steel Sheet Sales Target >

(thou. tons)

	<b>'03</b>	<b>'04</b>	'05(P)	'07(F)
Sales	2,723	3,523	4,320	5,000
Dom.	1,453	1,986	2,377	2,600
Exp.	1,270	1,537	1,943	2,400



Stable profit forecasted as domestic and Asian auto steel sheet markets expand

## **Shipbuilding Plate**



- ☐ Continued demand growth as domestic shipbuilding industry grows
  - Demand for high value added products forecasted to grow as the orders for quality vessels such as LNG carriers increase

#### **Pricing Trend**

- Continued price increases of imports from Japan
- POSCO Domestic Price Trend (Thou. KRW)
- **-** 455 ('03)→600 ('04)→645 ('05)

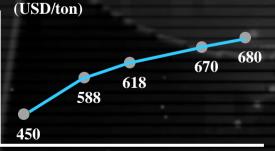
#### **Current Status**

- Record high new orders
- Shipbuilding capacity expansion
- New shipbuilding techniques (Mega Blocking, Ground Shipbuilding, etc.)

#### **Forecast**

- Notable increase of high value added shipbuilding after 2006
- Domestic shipbuilders turning black
- Reflect high shipbuilding prices after 1H03
- Forecast to post proifts after 4Q05

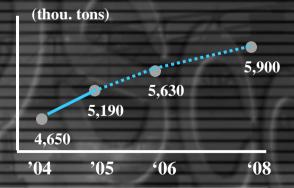
< Pricing Trends of imports from Japan > < Orders & Production > (mn. G/T)



	'04.3Q	40	'05 1Q	<b>2Q</b>	3Q
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	<b>'04</b>	'05(P)
New Orders	25.7	20.0
Production	15.1	16.5
Balance	55.1	58.6

< Shipbuilding Plate Demand >



Establish ordinary and strategic production lines to boost strategic products such as TMCP

# Grain Oriented(GO) Electric Steel Sheet Market POSCO

- ☐ Extened supply shortage expected in Asia, mainly China and India
  - Lack of GO makers will exacerbate supply shortage problem for 1~2 years
  - Expand market shares with timely recognition of domestic and foreign demand/capacity expansion plans

#### **Domestic**

- Tight supply market eased as orders from KEPCO declined
- Market Trend
  - Saturated electricity demand
  - Efficient energy use energy

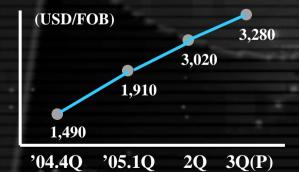
#### China

- Strong demand toward '07 due to lack of electricity
- Market
- Incremental capacity of 60 mn KW/y in '05~'07

#### India

- Growth of electricity consumption with the development of economy
- Market Trends
- Highest growth prospect after China
- Emergence of global power stations

< POSCO's ASP to China >



< Supply & Demand in China > (thou. tons)

		<b>'05</b>	<b>'07</b>
	Demand	529	566
1	Export	420	566
	Wuhan	120	240
1	Import	300	326

< Demand Forecast in India > (thou. tons)

<b>'04</b>	<b>'</b> 06	<b>'08</b>	<b>'10</b>
80	120	175	230

Production and sales target of 200 thousand tons of GO through rationalization

### **Stainless Market Status & Forecast**



- ☐ Declining trends of international prices due to aggressive capacity expansion carried out in China
- ☐ Stainless makers' voluntary production cut seen around the globe

#### **Domestic**

- Increasing imports and weakened export position due to appreciating KRW
- POSCO lowered domestic price by KRW 300K to stabilize the market(May, '05)

#### China

- Excess supply caused by overinvestment, weakened demand
- Overheated preemptive market penetration actions resulted in high inventory and lower prices

### Europe

- Declining base price since the end of 2H04 due to weakened demand and strengthening Euro
- Prolonged production cut

< China's Increment Capacity Expansion >

- CR :  $^{\circ}05 + 200 (200 \rightarrow 400)$ 

(thou tons)

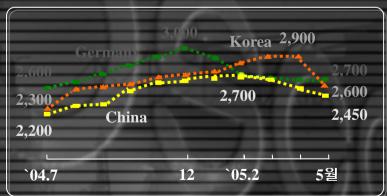
Baoshan	TISCO	YUSCO	Others	POSCO
400→1,000	400→900	0→300	800→1200	400→600

- HR : `06 +440 (170  $\rightarrow$  610)

(thou tons)

Baoshan	TISCO	YUSCO	JISCO	POSCO
700→1,400	1000→2500	800	600	800
(July,`05)	(June,`06)	(Aug.,`06)	(June,`06)	(Aug.,`06)





Stabilized market trends after 4Q05, helped by major stainless makers' production cuts



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### 2005 Business Plan



☐ Rolling Plan is revised on a quarterly basis to reflect new economic as well as management developments



Above data represents company's internal financial targets and may be subject to change and should not be used for making investment decisions



# The end of Presentation