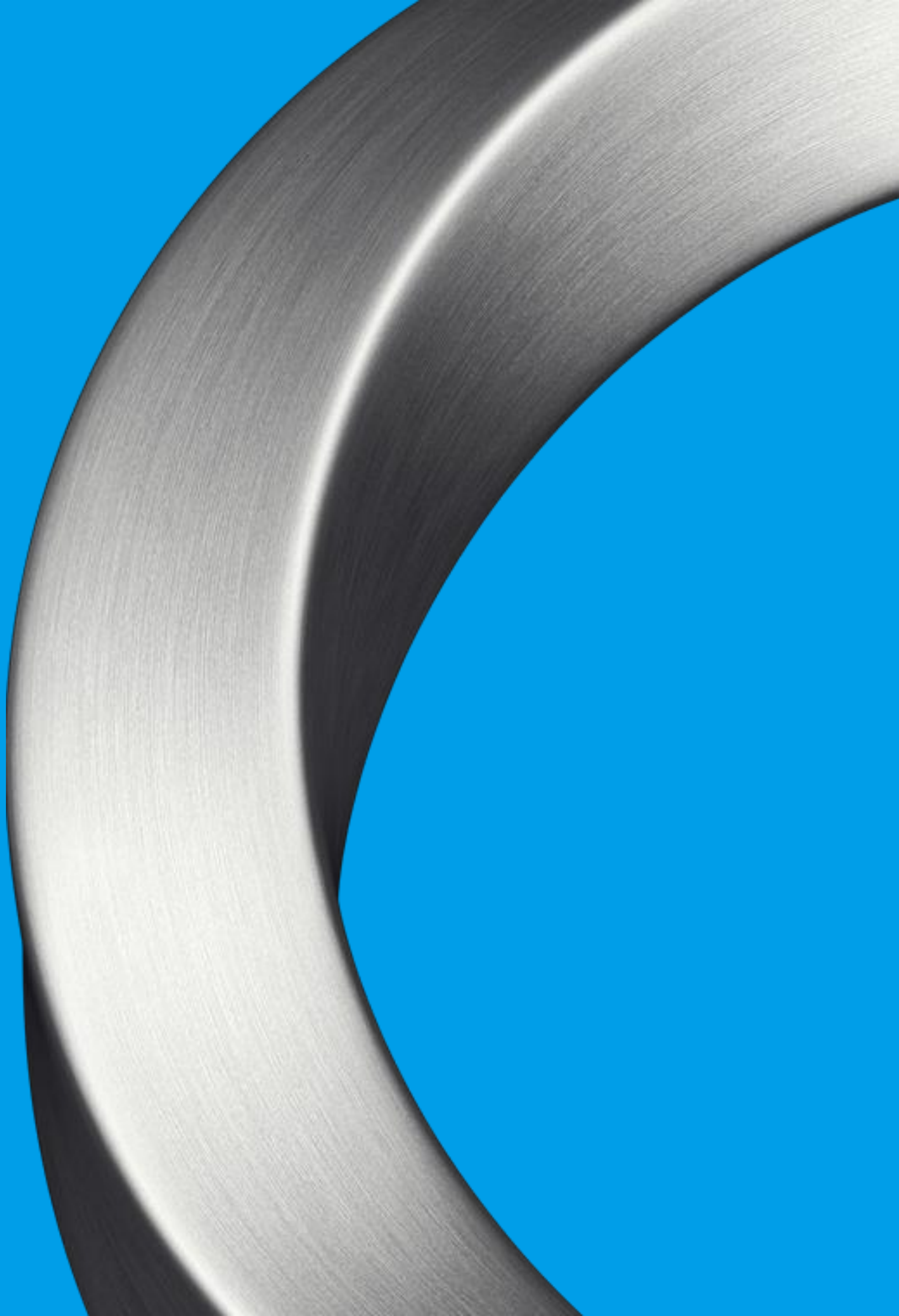
Interim Report Q3 2014

CEO Mika Seitovirta
CFO Reinhard Florey

November 5, 2014



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Today's attendees of Outokumpu

Mika Seitovirta
CEO

Reinhard Florey
CFO

Johanna Henttonen
SVP – Investor Relations

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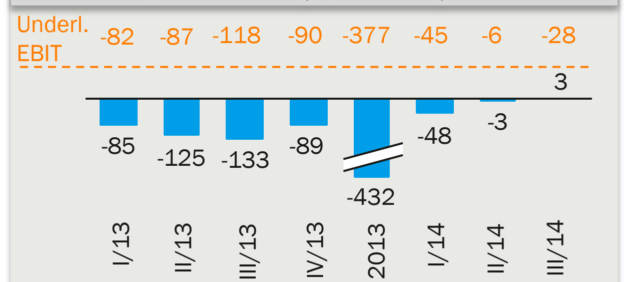
Q3 2014 in brief

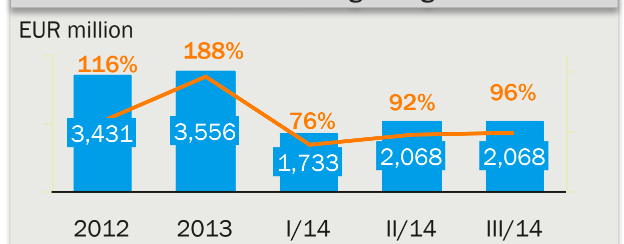
- EBIT excl. NRI positive for the first time since merger
- Positive EUR 23 million operative cash flow as a result of focused net working capital management
- Net debt stable
- Achieved price increases avg. EUR 10–20/tonne in Q3
- 9 months year-on-year improvement of EUR 209 million in underlying EBIT due to savings and progress in ramp-ups, particularly in Calvert
- Target for total savings raised by EUR 80 million to EUR 550 million by end-2017

- Deterioration of market environment impacting Q4 outlook
    - Imports into Europe further increased to 33% in Q3
    - Nickel price down by ~17% since the end of Q2 [4)]
    - Weaker economic outlook in Europe and China

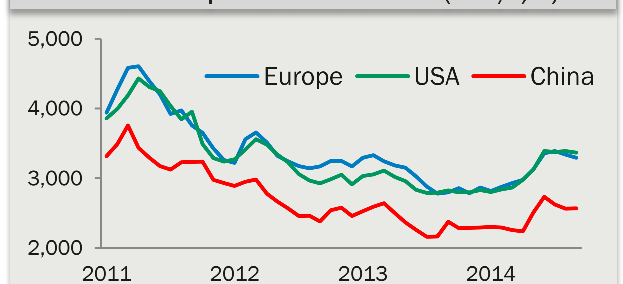
EBIT excl. NRI (EUR million) [1, 2)]



Net debt and gearing



Transaction prices 304 stainless (USD/t) 3)



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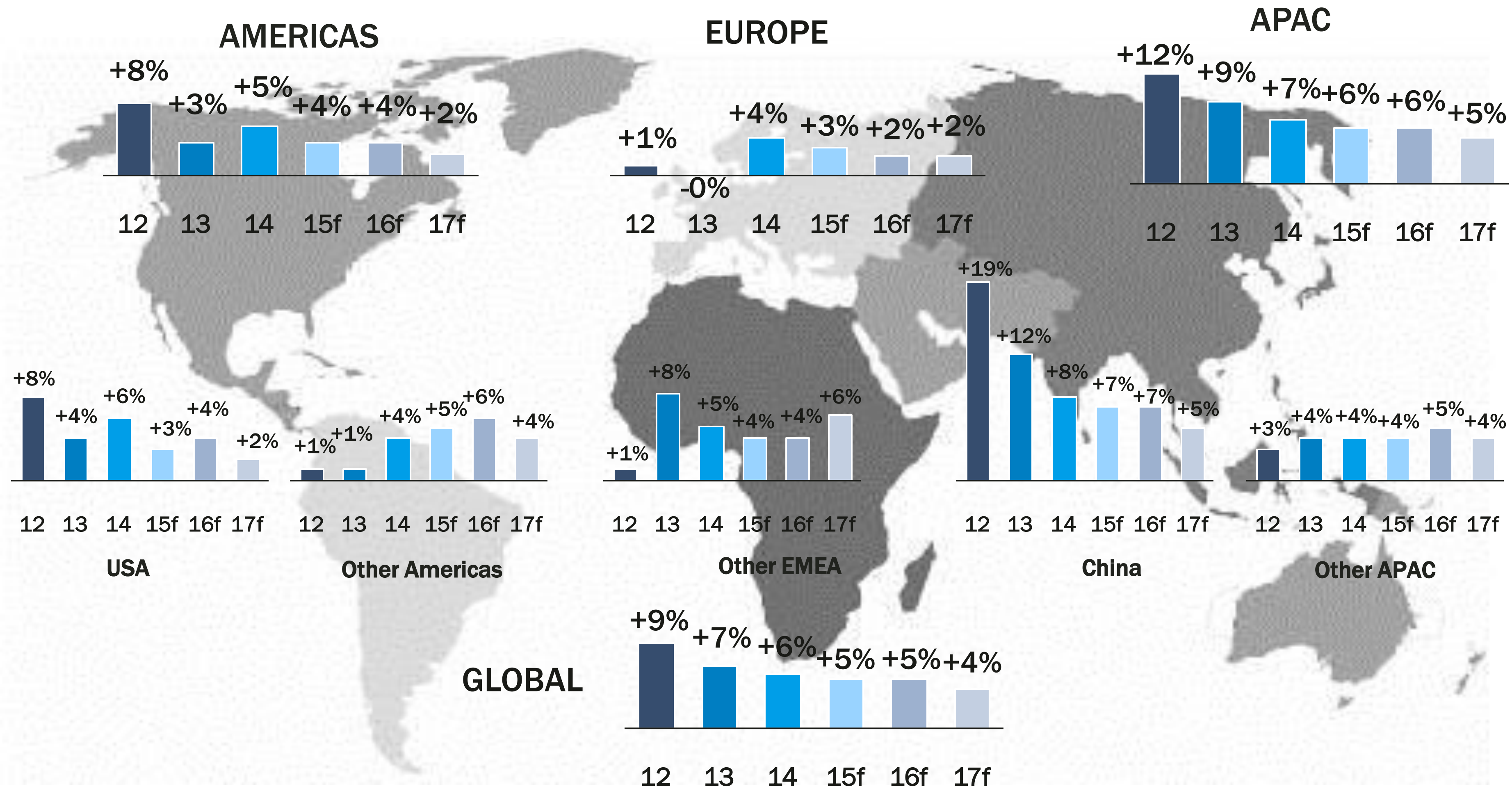
1) EBITDA excluding non-recurring items, other than impairments; raw material-related inventory gains/losses and as of I/14 metal derivative gains/losses, unaudited.
2) Q4/13 includes positive effect of EUR 20 million EEG refund
3) Source: CRU September 2014, price for 2mm sheet cold rolled 304 grade
4) Nickel cash LME daily official settlement of USD 15,575/t as of November 3, 2014

Continued growth for stainless steel globally



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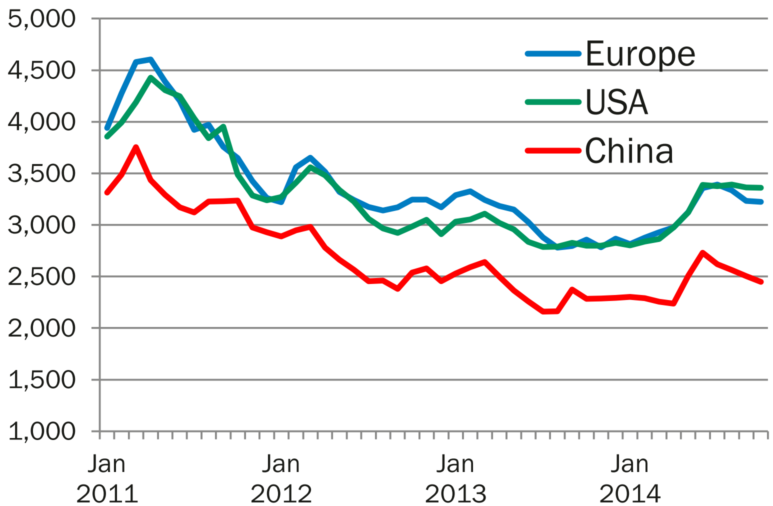
Data source: SMR, September 2014

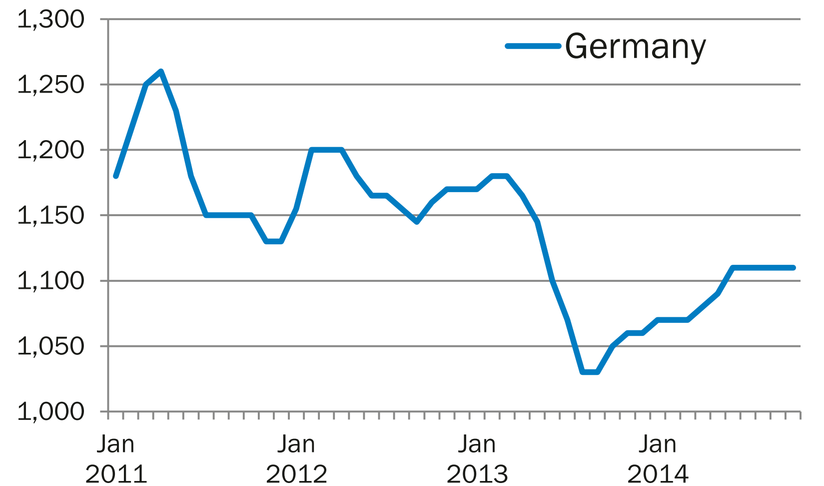
Real demand for total stainless steel (rolled & forged, excl. 13Cr tubes)

Stable base prices during Q3 but still low at historical standards

Transaction prices 304 stainless steel (USD) 1)



Base prices 304 stainless steel (EUR) 1)



Price difference China vs. Europe:

2008	2009	2010	2011	2012	2013	2014*
- 14 %	- 14 %	- 18 %	- 18 %	- 20 %	- 21 %	- 22 %

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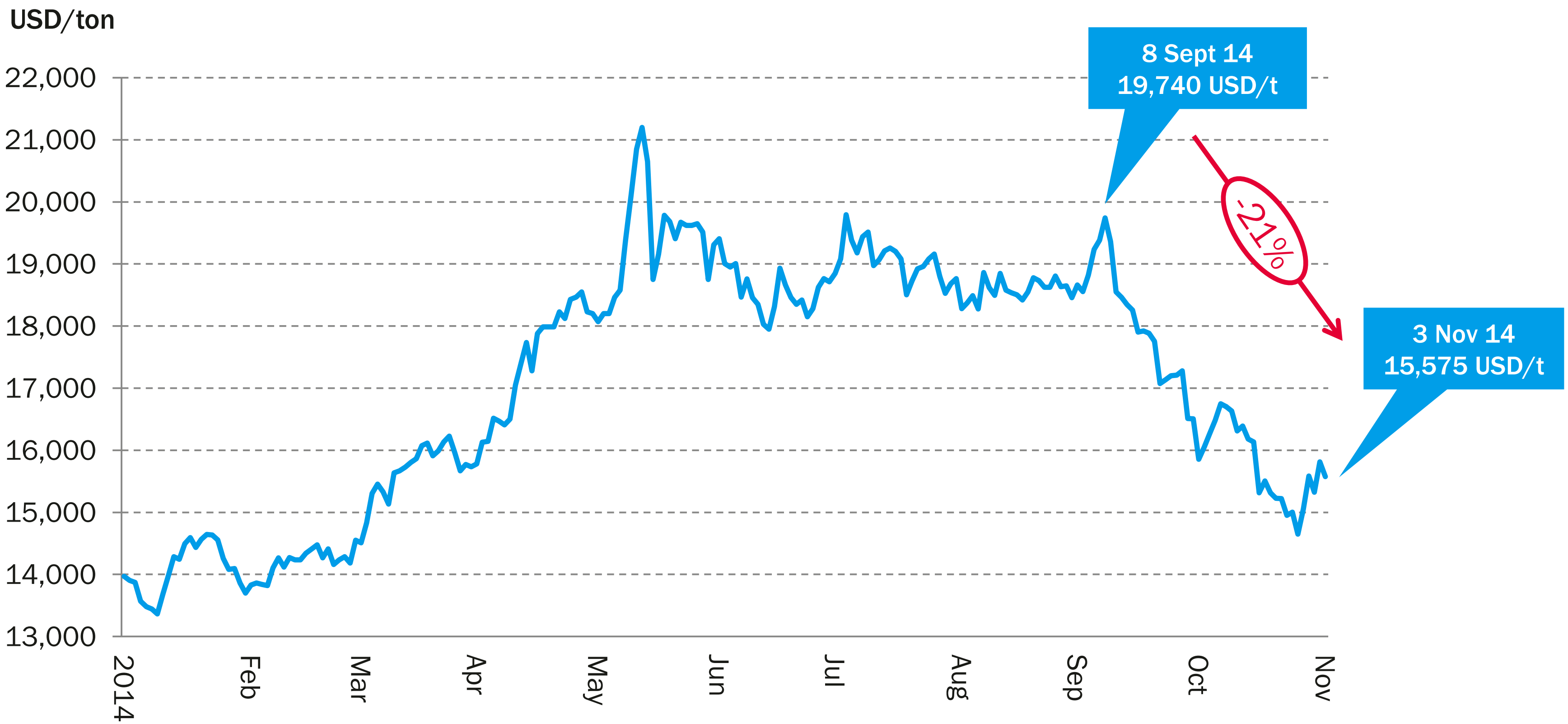
Source: CRU October 2014
*Jan-Oct 2014
1) 2mm sheet cold rolled 304 grade

Clear drop in nickel price since beginning of September



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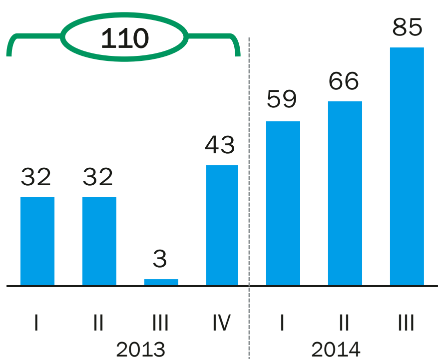
Data source: 1) Nickel Cash LME Daily Official

EBITDA development per business area

Coil EMEA

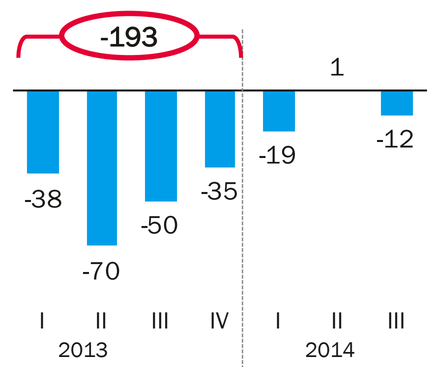
EBITDA excl. NRI (EUR million)



- Clear YTD improvement vs 2013 despite lower volumes driven by synergies and cost reduction programs
- Volume outlook for Q4 muted due to lower nickel price and destocking

Coil Americas

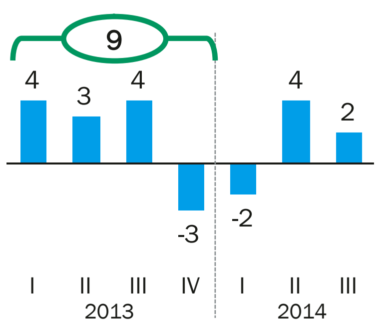
EBITDA excl. NRI (EUR million)



- Ramp-up of the Calvert mill progressing
- Q3 negatively impacted by maintenance and repair in Calvert cold rolling lines affecting volumes and costs
- EBITDA break-even target for the full year 2014 intact

APAC

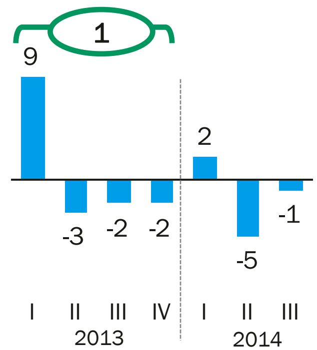
EBITDA excl. NRI (EUR million)



- Demand and prices in APAC fluctuating
- Volumes relatively stable
- Q3 impacted by high raw material costs earlier in the year

Quarto Plate

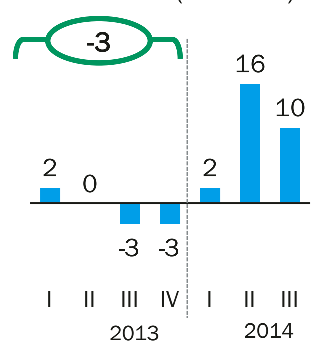
EBITDA excl. NRI (EUR million)



- Ramp-up of the Degerfors mill ongoing
- Q3 volumes stable vs. Q2

Long Products

EBITDA excl. NRI (EUR million)



- Good business conditions and performance in the US
- Q3 profitability down due to lower volumes vs. exceptionally strong Q2

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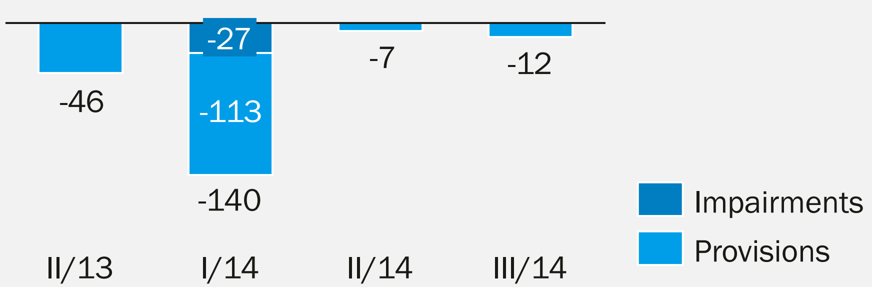
Q3 key financials overview

- Stainless steel deliveries down by 4.6% to 644 kt in Q3/14. Thus, underlying EBIT seasonally weaker than Q2 but significantly improved y-o-y
- EBIT flat at EUR -9 million q-o-q
  - Includes non-recurring redundancy provisions of EUR -12 mainly related to EMEA restructuring
  - Net effect of raw material-related inventory and hedging gains/losses of EUR 31 million (II 2014: EUR -7 million and EUR 3 million)
- Positive operating cash flow thanks to successful reduction in working capital

Group key figures

EUR million	III/13	II/14	III/14
Stainless steel deliveries, kt	635	675	644
Sales	1,609	1,753	1,799
Underlying EBITDA [1)]	-34	75	48
Underlying EBIT [2)]	-118	-6	-28
EBIT	-134	-10	-9
Operating cash flow	43	-257	23
Capex (accounting)	40	33	25
Personnel at end of period [3)]	12,798	12,365	12,385

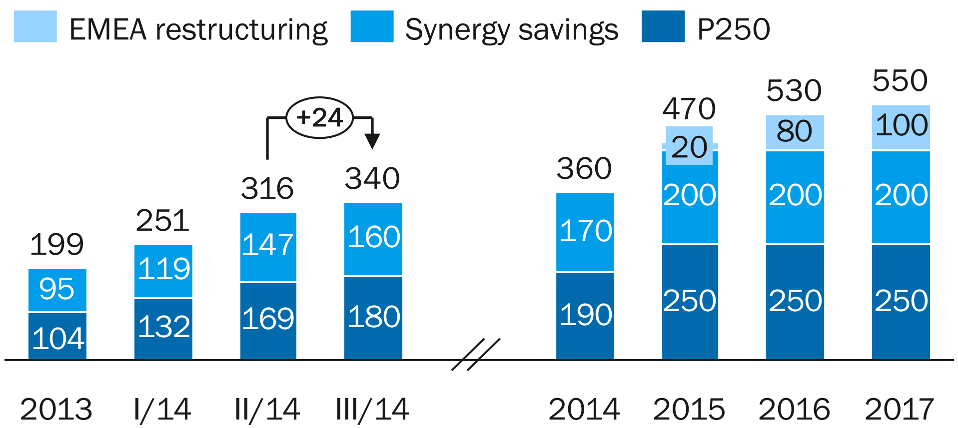
Non-recurring items (EUR million)

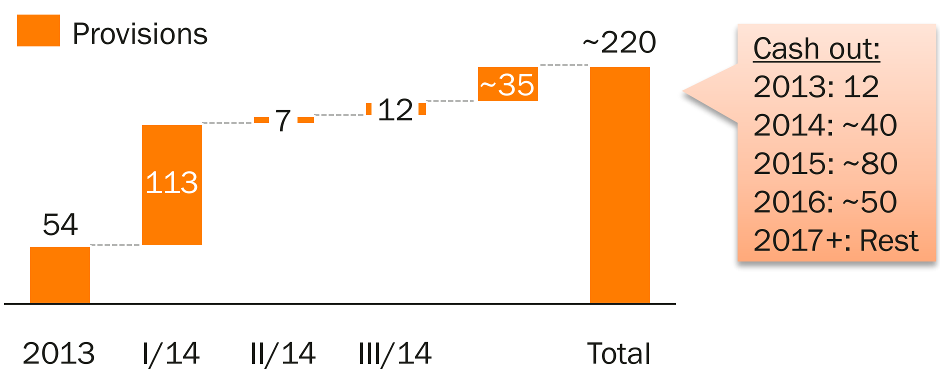


1) EBITDA excl. non-recurring items, other than impairments; raw material-related inventory gains/losses and as of I/14 metal derivative gains/losses, unaudited
2) EBIT excl. non-recurring items, raw material-related inventory gains/losses and as of I/14 metal derivative gains/losses, unaudited
3) Continuing operations, excl. summer trainees

Good progress in cost saving programs

Cumulative savings 2014-2017 and related cash costs (EURm)





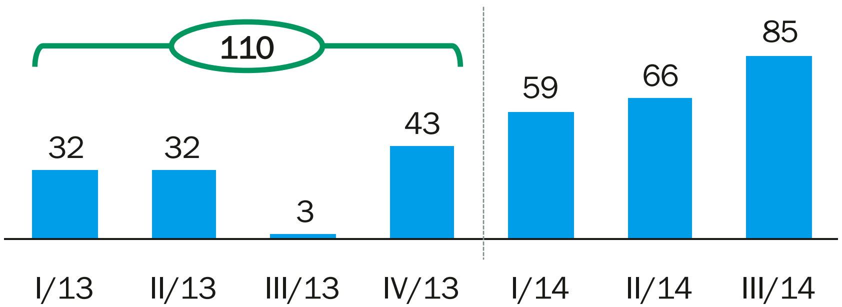
- Expansion of cost savings programs announced in September 2014
  - Synergies: to be completed 2 years ahead of schedule already in 2015
  - P150 became P250
- EMEA restructuring savings to kick in in 2015, with the Bochum closure
- Steady progress in Q3 with EUR 24 million additional savings
- Q4 expected savings around EUR 20 million
- Cash cost expense (excl. capex and impairments) about EUR 220m in total

Coil EMEA

EMEA key figures

EUR million	III/13	II/14	III/14
Stainless steel deliveries, kt	423	443	413
Ferrochrome deliveries, kt	57	25	23
Sales	1,104	1,161	1,134
EBITDA excl. NRI	3	66	85
EBIT excl. NRI	-51	14	38
Capex	17	19	18
Operating capital	2,802	2,575	2,535

EBITDA excl. NRI (EUR million)



- Q3 deliveries down due to seasonality
- Base prices up by about 20 EUR/t
- Redundancy provisions of EUR -11 million in Q3 (Q2/14: EUR -7 million)

- All stainless units (Tornio, Avesta and Nirosta) show improvement due to cost streamlining

- Ferrochrome production 106 kt
- Production disturbances in Q3; FY14 updated production estimate 450 kt
- Q4 benchmark price settled to 1.15 USD/lb. (Q3: 1.19 USD/lb.)

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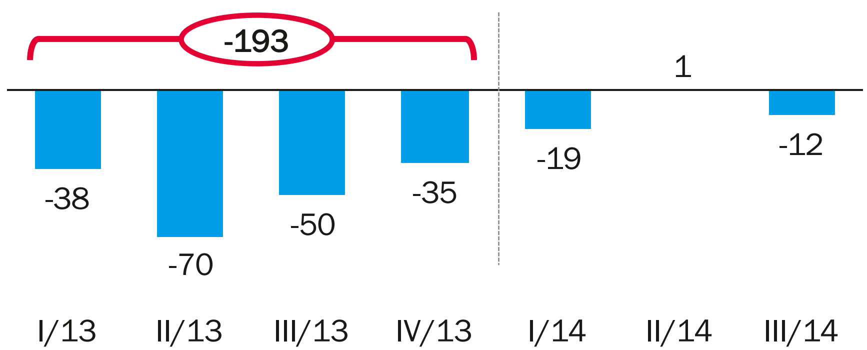
Coil Americas

Americas key figures

EUR million	III/13	II/14	III/14
Stainless steel deliveries, kt	129	143	147
Sales	251	291	316
EBITDA excl. NRI	-50	1	-12
EBIT excl. NRI	-68	-17	-29
Capex	2	2	3
Operating capital	1,157	1,111	1,170

EBITDA excl. NRI (EUR million)



- Deliveries flat at 147 kt
- EBITDA (excl. NRI) at EUR -12 million
  - Base prices up about 80 USD/t
  - Maintenance and repair measures in Calvert impacting deliveries and costs
  - Mexinox with stable performance
- EBITDA break-even target for FY 2014 intact
- Calvert ramp-up progressing overall well
- Repair work in 54 inch CR mill ongoing, back in operations in Dec.
- Maintenance and repair measures in two other CR lines concluded
- Financial impact to be partly covered by insurance
- Delivery target of BA Coil America of 530,000 in 2014 intact

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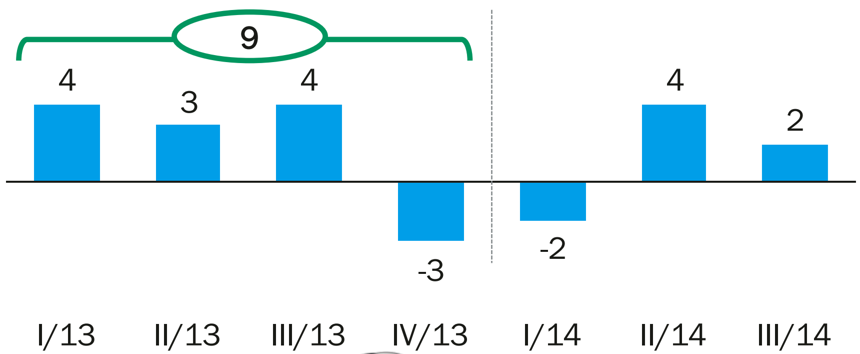
APAC

APAC key figures

EUR million	III/13	II/14	III/14
Stainless steel deliveries, kt	56	58	60
Sales	111	118	124
EBITDA excl. NRI	4	4	2
EBIT excl. NRI	0	1	-2
Capex	1	0	0
Operating capital	210	183	200

EBITDA excl. NRI (EUR million)



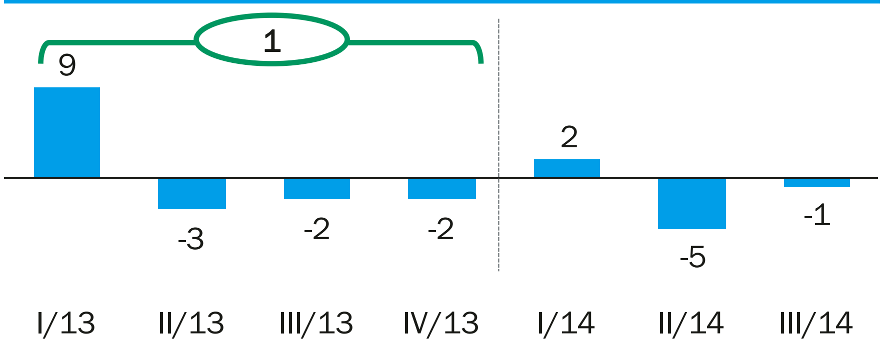
- Turbulent market environment continued in Q3
- Market prices for commodity grades on downward trend
- Deliveries slightly up driven by SKS
- EBITDA (excl. NRI) declined due to higher hot band raw material costs earlier in the year

Quarto Plate

Quarto Plate key figures

EUR million	III/13	II/14	III/14
Deliveries, kt	18	25	24
Sales	82	114	113
EBITDA excl. NRI	-2	-5	-1
EBIT excl. NRI	-7	-9	-5
Capex	16	5	2
Operating capital	252	253	251

EBITDA excl. NRI (EUR million)



- Overall challenging market environment in Q3
  - Project business continues slow after holiday period
  - Price pressure in Europe and the US
- EBITDA excl. NRI improved to EUR -1 million mainly due to positive net hedging impact
- Degerfors ramp-up
  - Technical ramp-up to be completed by the end of 2014
  - Commercial ramp-up towards 150kt continues in the coming two years with volumes depending on market conditions and product mix

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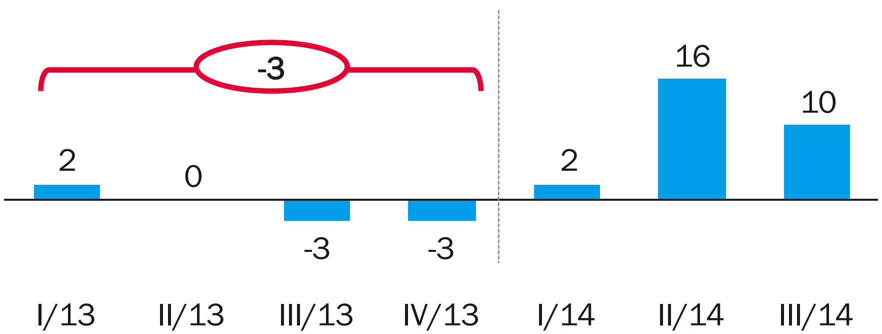
Long Products

Long Products key figures

EUR million	III/13	II/14	III/14
Deliveries, kt	49	80	60
Sales	120	203	171
EBITDA excl. NRI	-3	16	10
EBIT excl. NRI	-5	14	8
Capex	1	2	2
Operating capital	136	153	151

EBITDA excl. NRI (EUR million)



- Healthy market environment in the US with stable prices
- In Europe, rebound after summer subdued
- Price pressure in Europe and Asia remains

- Q3 deliveries down compared to exceptionally strong Q2
- EBITDA excl. NRI down from EUR 16 million to EUR 10 million driven by lower volumes and capacity utilization in Sheffield and Degerfors

Operating cash flow

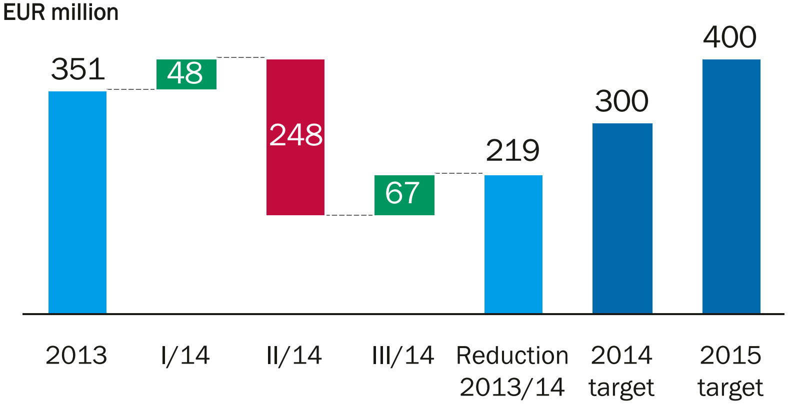
EUR million	III/13	II/14	III/14
Net cash from operating activities	43	-257	23
Net cash from investing activities	-39	-69	-13
Free cash flow	4	-327	10
Net cash from financing activities	113	-396	225
Net change in cash and cash equivalents	118	-722	235

- Positive operating cash flow driven by reduction in inventory and accounts receivable
- Positive cash from financing activities driven by successful bond issue in September
- Nickel price decrease not yet reflected in net working capital decrease
- Strong focus on net working capital management continues: All BA's have concrete targets and action plans
- In Q4, operating CF is expected to further improve

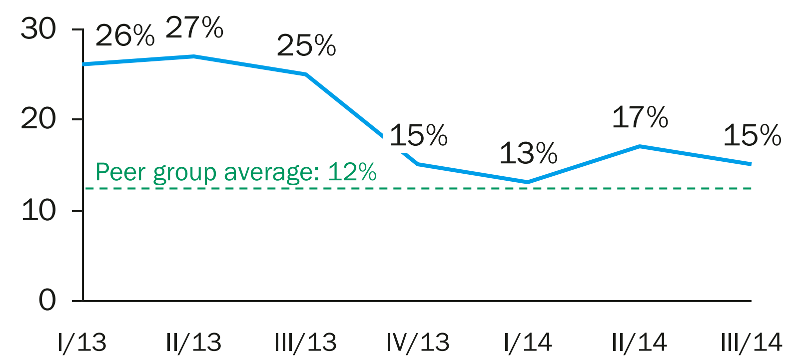
Cash flows are presented for continuing operations.

EUR 67 million NWC release in Q3

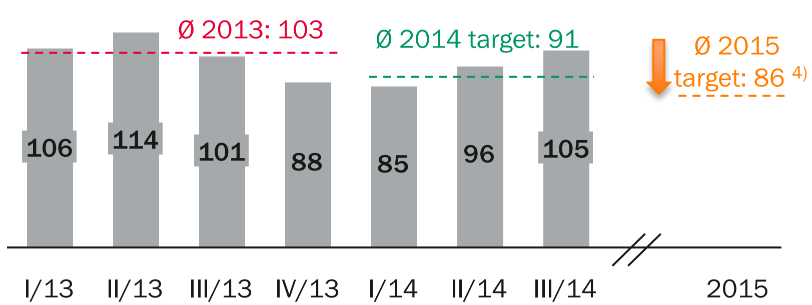
Cash flow from working capital change [1)]



Net working capital/sales ratio [3)]



Inventory days development [2)]



- Good results in accounts receivables management and inventory tonnes reduction in Q3
- Inventory days up due to seasonally low deliveries
- Reduction target of EUR 300 million by end-2014 vs. 2012 level intact
- Additional EUR 100 million by end-2015 to close the gap to best industry peers: P300 → P400.

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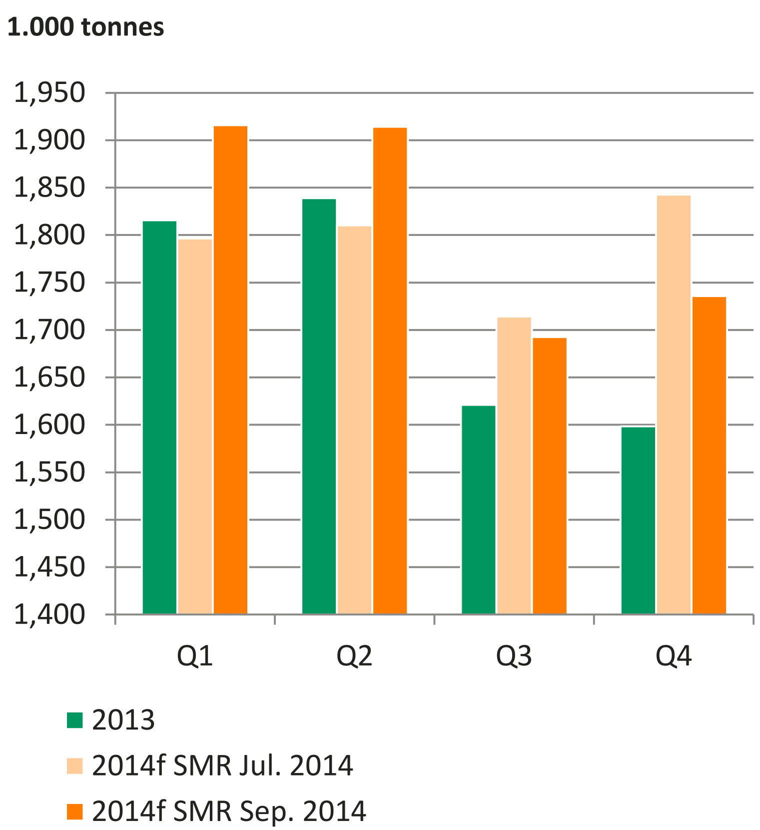
1) Graph shows change in accounts payables, accounts receivables and inventories and differs from the change in working capital as presented in CF statement which also includes provisions. Change in provisions included in CF statement for III/14 are EUR -14 million (II/14: EUR -15 million).
2) Figures exclude FeCr operations.
3) NWC/sales calculation based on annualized sales volume of that quarter.
4) 86 days target is an estimate based on similar sales configuration as 2014.

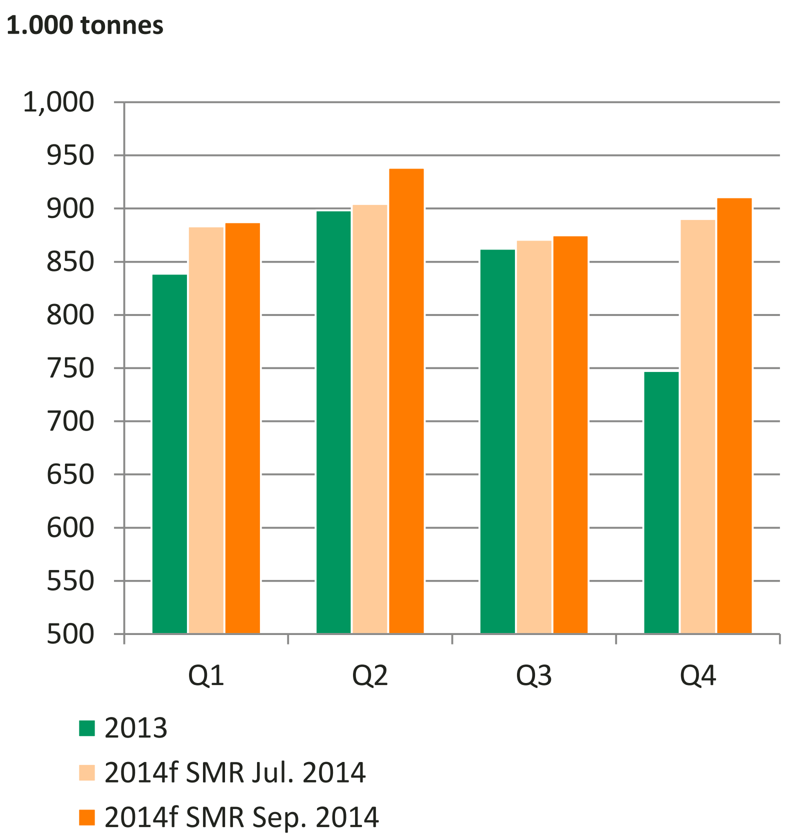
Contents

Nickel price decline puts pressure on demand forecast

EMEA total stainless steel real demand[1)]



Americas total stainless steel real demand[1)]



1) Total stainless = rolled & forged
f=forecast

Business and financial outlook for Q4 2014

- Outokumpu estimates that the overall stainless steel operating environment will be lackluster in the fourth quarter driven by the recent decline in the nickel price, which is negatively impacting demand in the distributor sector as well as the general economic slowdown especially in Europe and China.
  - Lower delivery volumes
  - Relatively stable stainless steel base prices
- Outokumpu estimates
  - **Underlying EBIT on a similar level as in the third quarter**
  - Continued progress in cost efficiency initiatives and synergies
  - With current price levels, net impact of raw material-related inventory and metal hedging gains/losses on profitability expected to be marginally negative, if any

Outokumpu's operating result may be impacted by non-recurring items associated with the ongoing restructuring programs.

This outlook reflects the current scope of operations.

Key building blocks for Outokumpu turnaround

Coil Americas	Good progress in ramp-up despite production issues in cold rolling mill Delivery and EBITDA break even target confirmed, indicating significant y-o-y improvement Full capacity and potential in place by the end of 2016
EMEA restructuring	Profitability improvement driven by improved mix and benefits from restructuring and cost saving programs Next milestones are Bochum closure in 2015 and investments in Krefeld cold rolling (NIFO[1)]).
Quarto Plate and Long Products	QP: Ramp-up of the Degerfors investment is a high priority. With cost reduction and efficiency improvement to deliver step change in profitability LP: Cost efficiency optimization and growth through enhanced specialty focus
Savings programs	Savings are well on track: Cumulative savings of EUR 340 million compared to 2012. Higher ambition level: Overall target of EUR 550 million in 2017
Cash flow	Committed to EUR 300 million cash release from NWC by the end of 2014. New target of EUR 400 million by the end of 2015 bringing closer to best industry peers Capital expenditure <EUR 160 million in 2014. Well invested asset base allowing moderate CAPEX levels in the coming years

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1) NIFO: Nirosta Ferritic Optimization

Q&A

Appendix

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Outokumpu balance sheet

Assets (MEUR)	**30.09.14**	**30.06.14**
Non-current assets		
Intangible assets	569	565
Property, plant and equipment	3,142	3,105
Investments in associated companies and joint ventures	71	71
Other financial assets	26	25
Deferred tax assets	52	36
Trade and other receivables	19	18
Total non-current assets	**3,879**	**3,821**
Current assets		
Inventories	1,621	1,662
Other financial assets	34	38
Trade and other receivables	851	960
Cash and cash equivalents	400	161
Total current assets	**2,907**	**2,821**
Total assets	**6,785**	**6,642**

- Q-o-q increase mainly due to bond refinancing in September 2014

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Outokumpu balance sheet

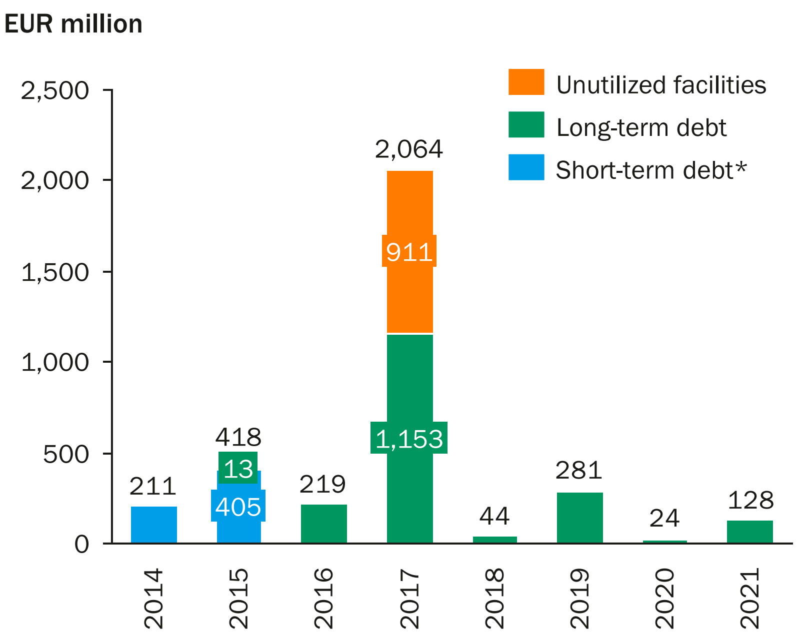
Equity and liabilities (MEUR)	30.09.14	30.06.14
Total equity	**2,143**	**2,234**
Non-current liabilities		
Long-term debt	1,852	1,627
Other financial liabilities	13	16
Deferred tax liabilities	44	38
Provisions[1)]	586	546
Trade and other payables	48	48
Total non-current liabilities	**2,543**	**2,275**
Current liabilities		
Current debt	616	602
Other financial liabilities	61	29
Provisions	35	35
Trade and other payables	1,386	1,464
Total current liabilities	**2,098**	**2,131**
Total equity and liabilities	**6,785**	**6,642**

- Increase mainly reflects the bond issue in September 2014

1) Includes defined benefit and other long-term employee benefit obligations.

Debt maturity profile improved following the issue of notes in September

Debt maturity profile, September 30, 2014



- Proceeds from the new bond used for the 2015 notes cash tender offer and to repay certain loans maturing in Q4/2014
- The EUR 500 million liquidity facility has been reduced by EUR 250 million effective Sept. 30, 2014
- Liquidity facility, revolving credit facility, most bilateral loans as well as the outstanding notes are entitled to a security package

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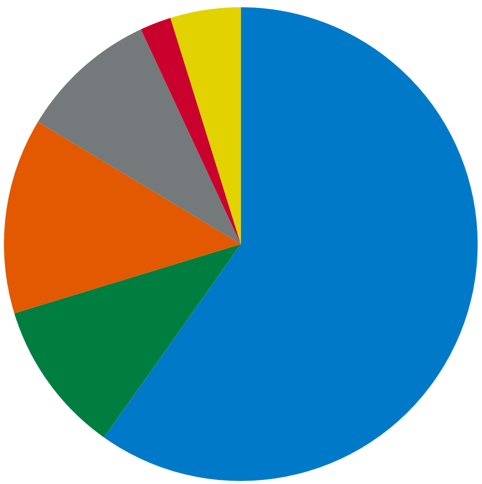
* Short-term debt includes current portion of long-term debt (to be repaid within 12 months).

Cost analysis 2013

Operative cost components [1) 2)]



- Raw materials
- Personnel
- Energy and consumables
- Other cost of sales
- SG&A (excl. personnel and D&A)
- D&A total

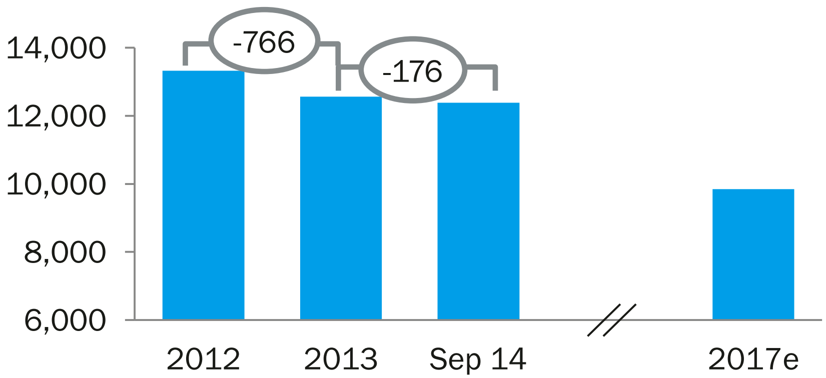
Comments

- Raw materials account for around 60% of the total operative costs of the Group
- Share of Ni from total raw material cost is around 60%
- Energy and other consumables account for some 10-15% of the total operative costs
- Personnel expenses some 10% of the total operative costs
- Other cost of sales includes e.g. freight, maintenance and rents and leases

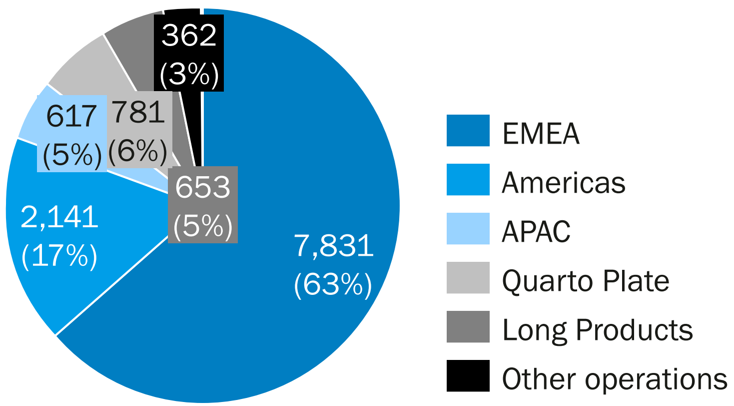
1) Operative costs = Sales – EBIT (excl. non-recurring items)
2) Management estimates

Headcount reductions

Total headcount reduction [1]



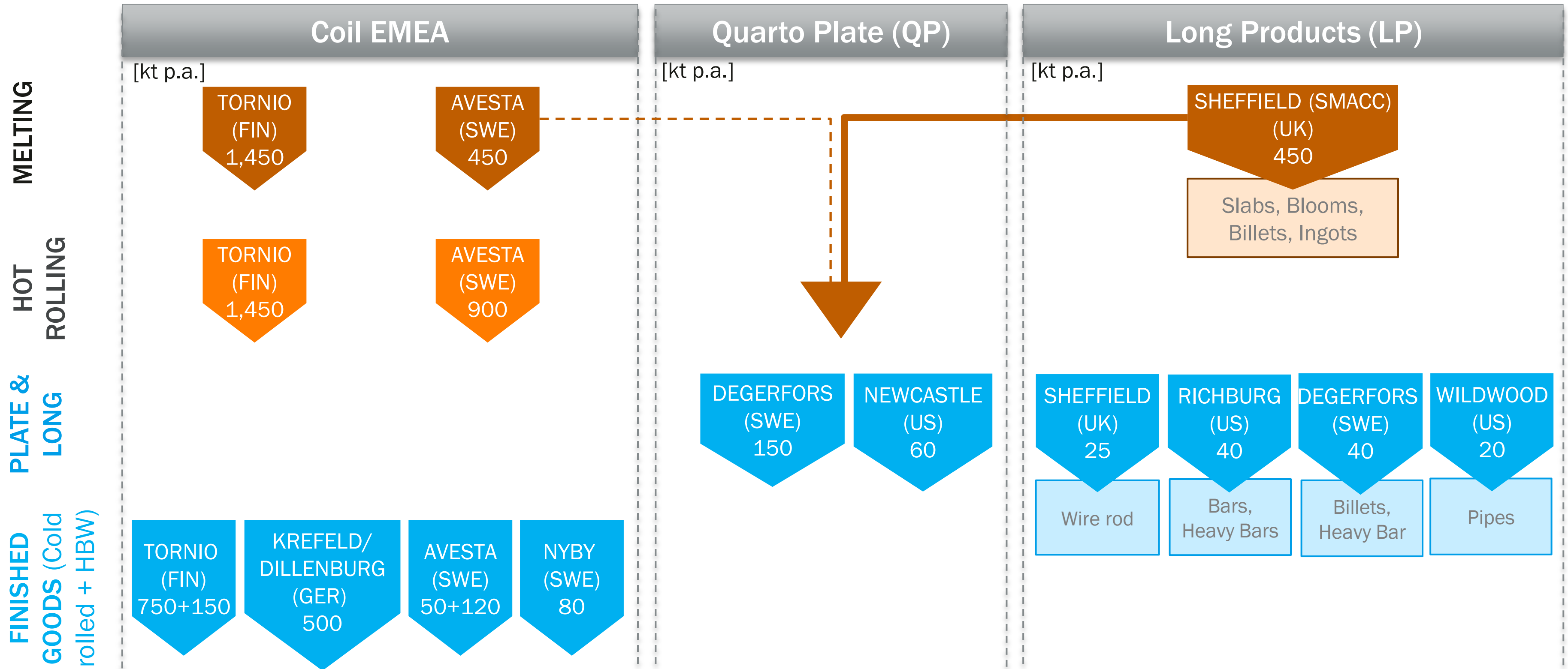
Personnel per BA at the end of Q3 2014 [2]



- 2014 reduction target of >700 jobs delayed by approx. 1 quarter for various organizational and legal reasons → Expected to be back on track by latest mid-2015
- Overall target is to reduce global headcount by up to 3,500 between 2013–2017

1) 2012: Total Group excl. OSTP, Terni remedy assets, VDM, certain service centers (Willich initial remedy headcount)
2) Excl. summer trainees

Capacities and production flow following restructuring



NOTES

Coil EMEA

Today:
- Avesta melt shop main supplier to QP production in SWE and US
- Avesta will increase supply to Coil EMEA units after Bochum melt shop closure in 2015
- Avesta hot rolling manned by 50%

Quarto Plate (QP)

Today:
- Degerfors is ramping-up capacity from 110 kt to 150 kt
- Degerfors mainly supplied by Avesta supported by Sheffield. Avesta supported by Sheffield. Sheffield will take over major part after Bochum closure
- Newcastle is currently supplied mainly by Sheffield.

Long Products (LP)

Today:
- Sheffield melt shop operating at below full capacity
- Supplying not only to LP production but also to QP as a “swing plant” to support Avesta
- Supply to QP to increase after Bochum closure in 2015 → increasing utilization in Sheffield
- Wildwood: Pipe production

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All capacity figures depending on product mix / Figures represent realistic capacity if fully manned (what is possible under fully manned scenario with usual product mix)
EMEA: Not including Dahlerbrück precision strip production of ~20kt
QP: As of yet there is no firm decision what the future split of supply from Avesta and Sheffield to Quarto Plate production will look like. But for technical reasons there will definitely be some volumes coming from both Avesta and Sheffield.

Capacities and production flow ('to be' state)

Coil Americas

[kt p.a.]

MELTING

CALVERT (US) 900

HOT ROLLING

CALVERT (US) 870

PLATE & LONG

FINISHED GOODS (Cold rolled + HBW)

CALVERT (US) 350+150

SL POTOSI (MEXICO) 250

NOTES

Today:
- Calvert integrated stainless steel mill still in the ramp-up phase, commercial ramp-up to full capacity until 2016
- Hot rolling in Calvert is conducted by Arcelor Mittal and Nippon Steel & Sumitomo Metal Corporation under a hot rolling toll processing agreement
- Mexinox: CR mill running at full capacity

APAC

[kt p.a.]

SHANGHAI (CHINA) 290

Today:
- Cold rolling mill in Shanghai SKS (joint venture with Baosteel)
- SKS supplied with hot band from Chinese local suppliers

TOTAL Group capacity

3.3m tonnes

3.2m tonnes

0.3m tonnes

2.7m tonnes

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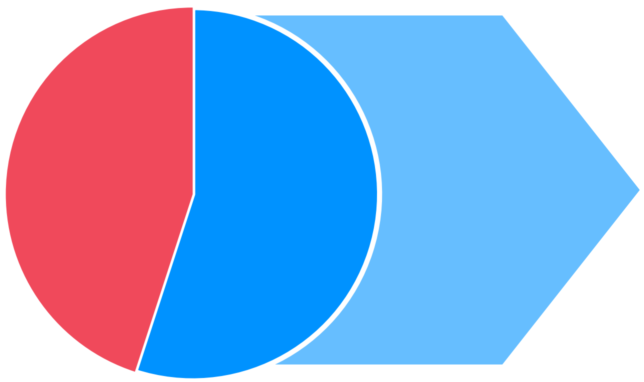
Realistic capacity if fully manned (what is possible under fully manned scenario with usual product mix)

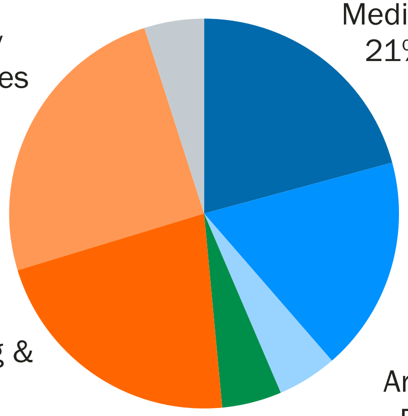
Balanced customer base across industries

Sales by customer segment [1)]

Sales by end-customer segment [1)]

Healthy balance between end-customer segments across both investment and consumer driven industries

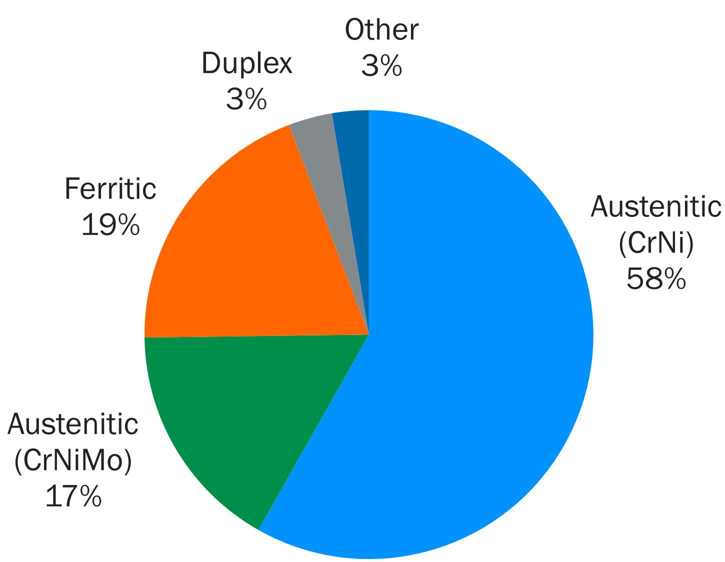




1) Management estimates FY 2013, for continuing operations.

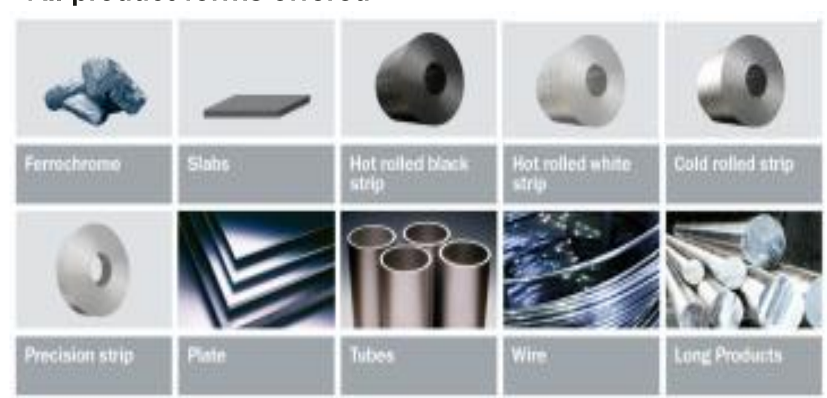
Broadest product portfolio across stainless steel

Deliveries by product grade [1)]



- New Outokumpu has a broad product portfolio to serve all customers [2)]
- Significantly higher share of ferritic grades leads into reduced sensitivity to Nickel price volatility
- Outokumpu product mix closely resembles the overall market mix by grade

All product forms offered



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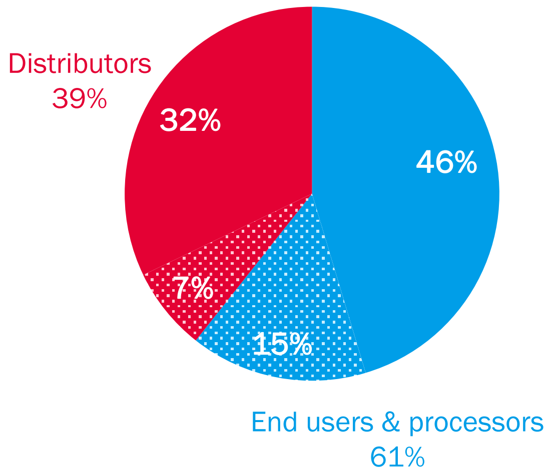
1) Management estimates FY 2013, for continuing operations.
2) Standalone Outokumpu had only a 5% share of ferritics vs. ~20% for the combined entity.

Balanced customer base and comprehensive service center network in Europe

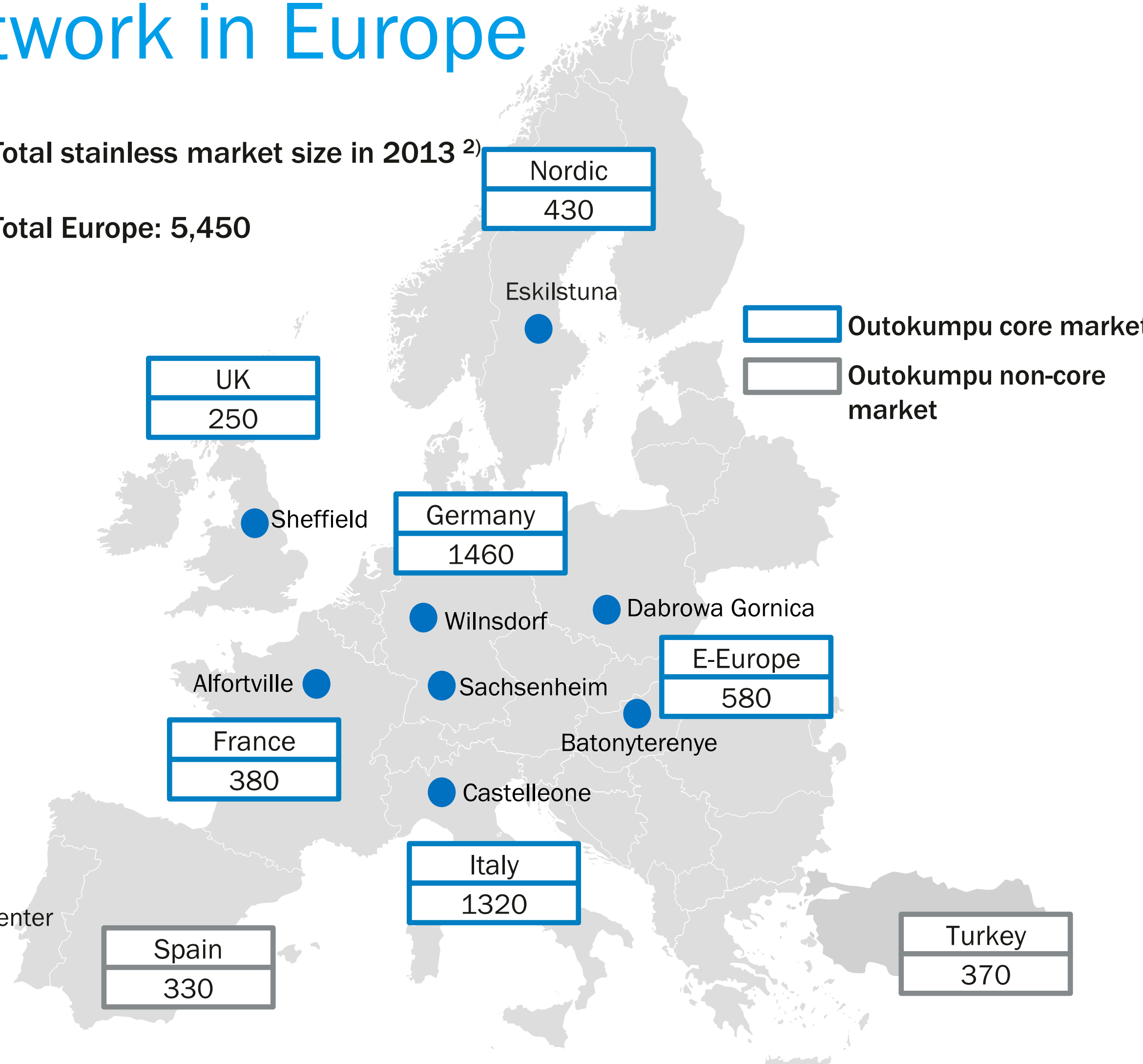
Coil EMEA sales by customer segment [1)]



- End users and processors direct sales
- End users and processors through internal service center
- Distributors through internal service centers
- Distributors direct sales

Total stainless market size in 2013 [2)]

Total Europe: 5,450



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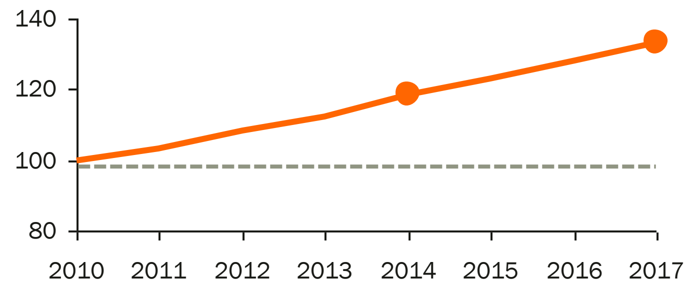
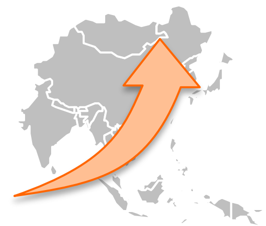
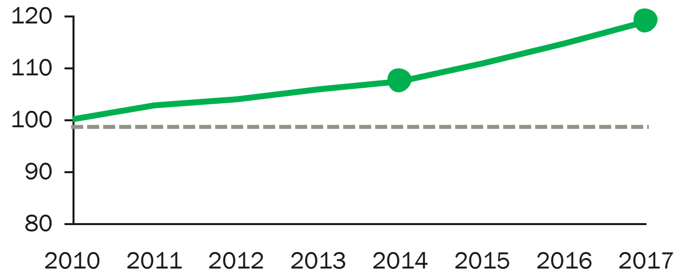
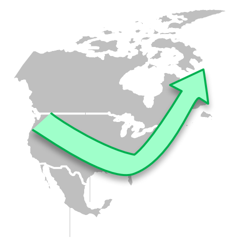
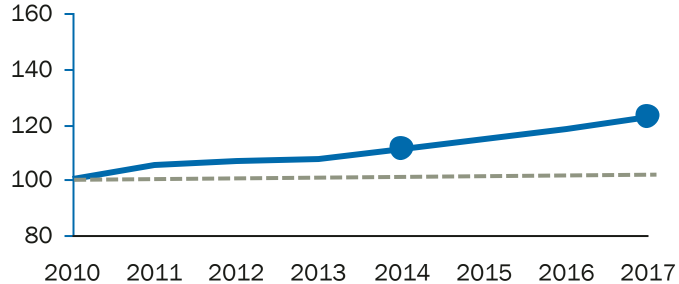
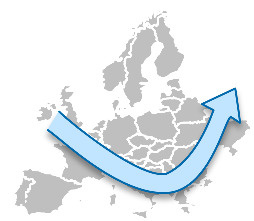
1) Coil EMEA sales 2013, for continuing operations.
2) Source: SMR Real Demand February 2014. Total stainless = rolled & forged

Industrial production as the major driver for stainless growth…

Index 2010=100

	Industrial Production	Growth p.a. 2014 - 2017		Economic Growth Prospects
APAC		+4%		**Fundamental growth**
Americas		+3%		**Recovery** from economic crisis and continued growth
EMEA		+3%		**Recovery** from economic crisis

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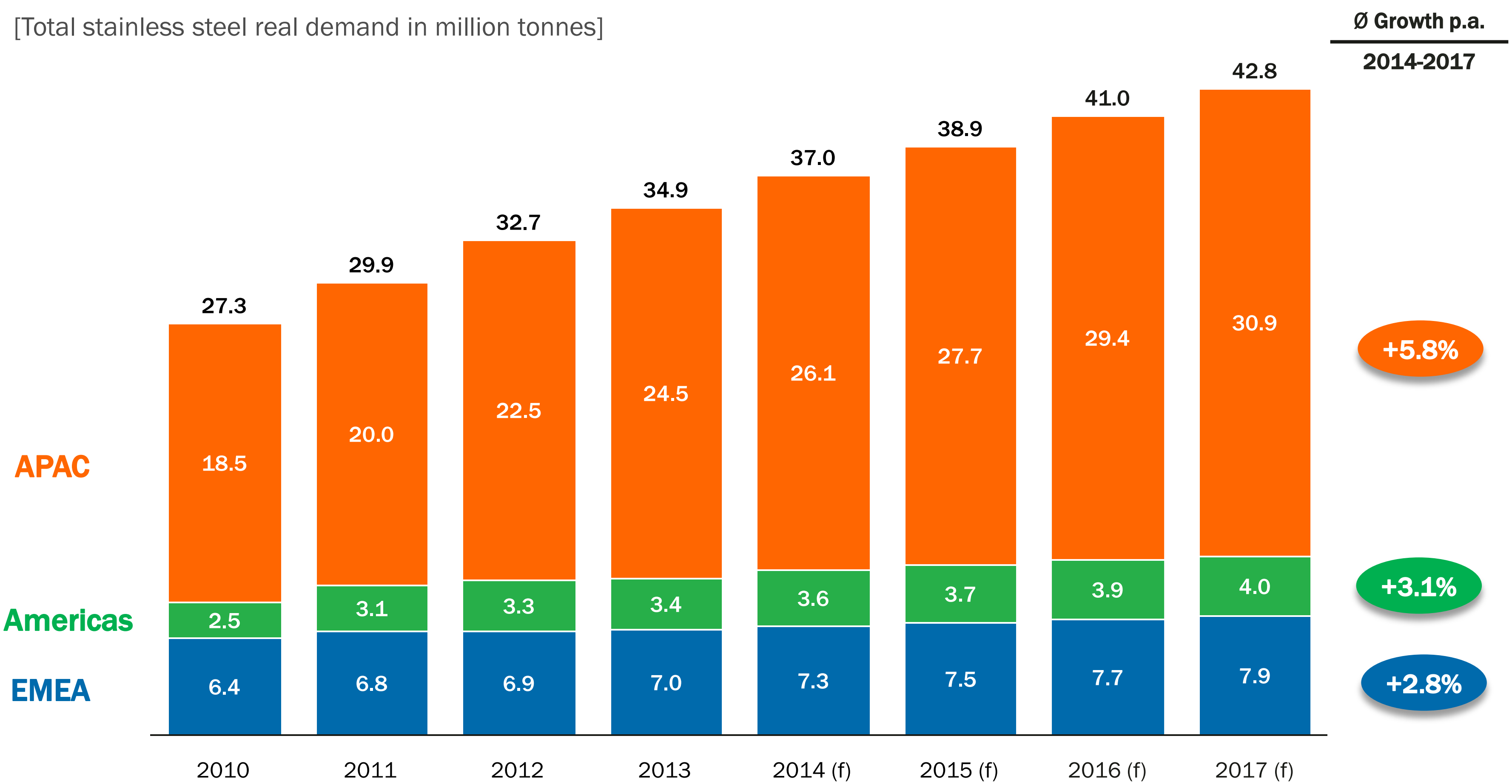
Source: ISSF September 2014

… leads to growing stainless consumption mainly in APAC, and to some extent in Americas and EMEA



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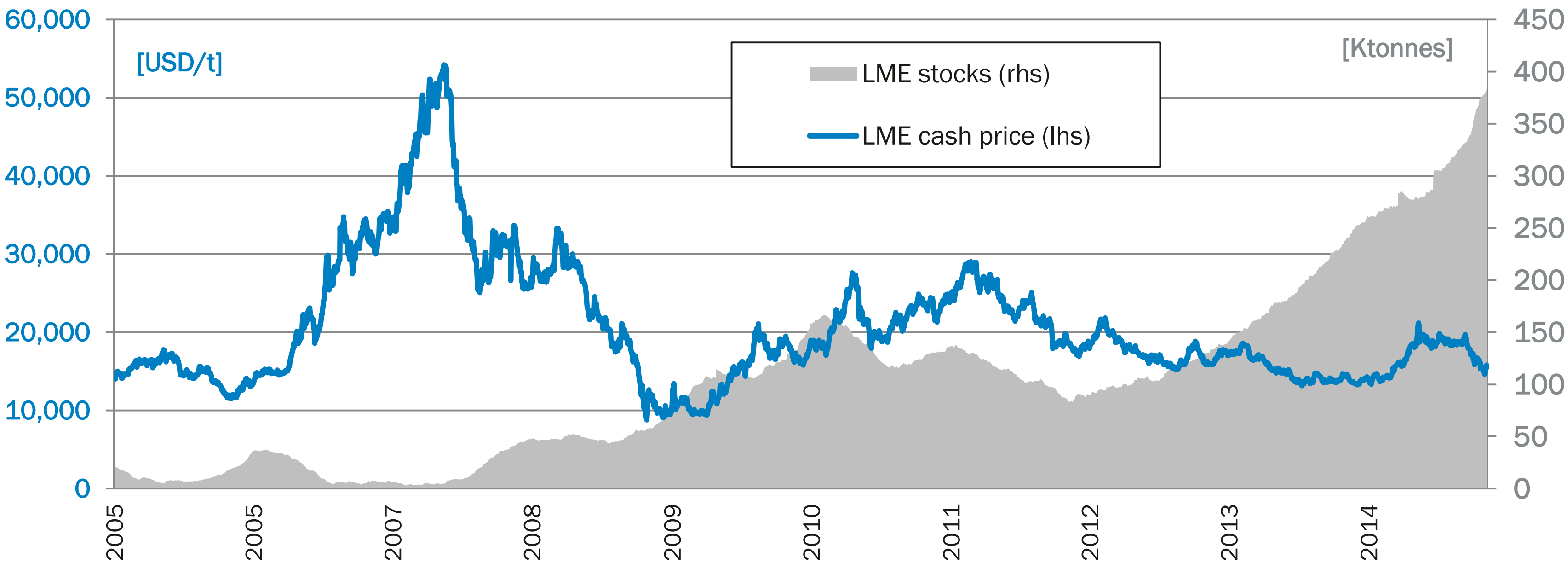
Source: SMR September 2014
Total stainless = rolled & forged, f=forecast

Nickel price development



- Prices rallied 58% from January to highs of ~$21,000/t in May, as Indonesia banned ore exports from 12 January and demand from stainless mills improved.
- Prices are still up 11% this year, but rally has reversed on concerns over massive increase in LME stocks, still high NPI output levels in China and concerns over global economy.
- LME stocks are up 47% this year, though much of this relates to exports from bonded warehouses in China to the LME – effectively a shift from invisible to visible.

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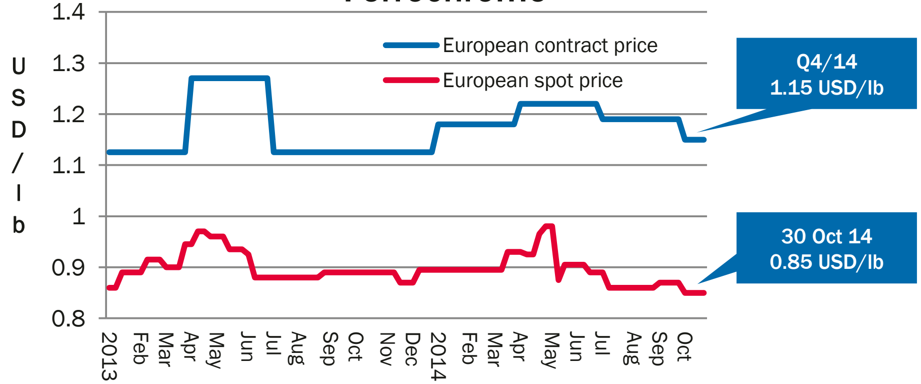
Update: November 4, 2014

Raw materials - price development

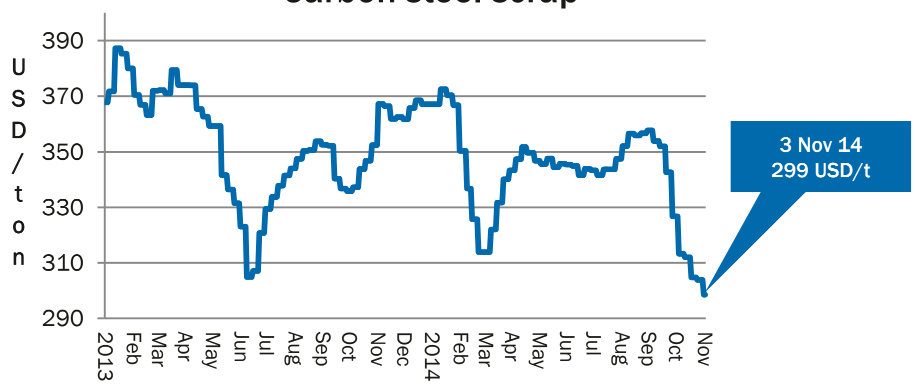
Nickel[1]

Ferrochrome[2]



Molybdenum[3]

Carbon steel scrap[4]



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Data source: 1) Nickel Cash LME Daily Official 2) Contract - MetalBulletin - Ferro-chrome Lumpy CR charge basis 52% & Cr quarterly major European destinations Cr ; Spot: Platts Charge Chrome 52% DDP Europe 3) MetalBulletin - Molybdenum Drummed molybdic oxide Free market Mo in warehouse; 4 Ferrous Scrap Index HMS 1&2 (80:20 mix) $ per tonne fob Rotterdam

Change in the definition of underlying profitability from Q1/14 onwards

Reported EBIT/EBITDA	Operating profit	Non-recurring items	Metal derivatives	Realized timing	Net realizable value (NRV)
Underlying EBIT/EBITDA **Old definition**	Operating profit	~~Non-recurring items~~	Metal derivatives	~~Realized timing~~	~~Net realizable value~~ (NRV)
Underlying EBIT/EBITDA **New definition**	Operating profit	~~Non-recurring items~~	~~Metal derivatives~~	~~Realized timing~~	~~Net realizable value~~ (NRV)

Raw material-related inventory gains/losses

Net of raw material related inventory and metal derivative gains/losses

- Change in underlying definition following the change in Outokumpu's metal hedging policy in the beginning of 2014
- New: Deduction of metal derivative result in underlying
- Historical figures are not adjusted because change in hedging policy took place in the beginning of 2014
- Net impact of raw material-related inventory and metal derivative gains/losses:
  Q1/14: EUR -3 million
  Q2/14: EUR 3 million
  Q3/14: EUR 31 million

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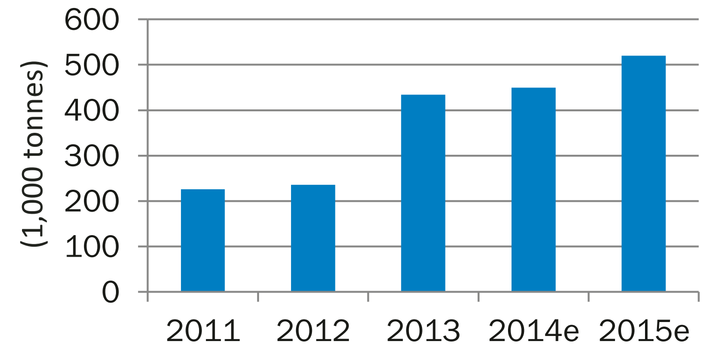
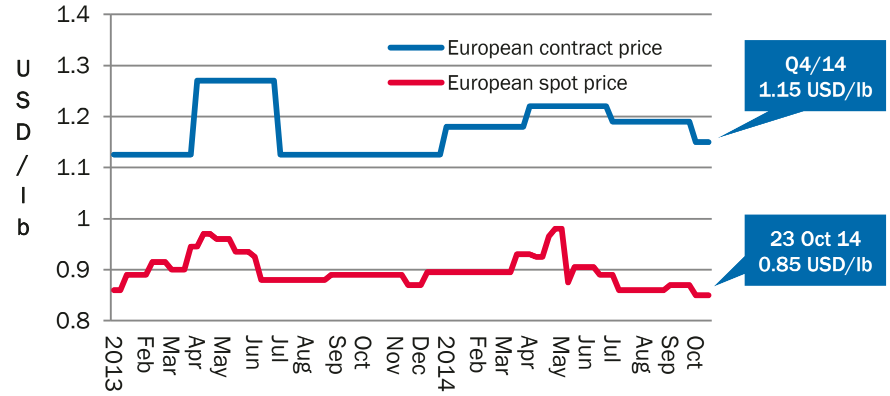
Good performance and successful ramp-up of the Ferrochrome business

- Unique low cost position as Europe's only ferrochrome producer with access to the only known chromite reserves in the EU – the Kemi mine [1].
- The ramp-up of new capacity continued according to plan:
  - Production of 106 kt (98 kt in Q2/14 and 434 kt in 2013), impacted by production disturbances accounting for ~15 kt lower production in Q3
  - 2014 production volume target of 450 kt
  - Once fully ramped up in 2015 (technical cap. 530 kt/a) Outokumpu will be self-sufficient for its ferrochrome needs

Outokumpu ferrochrome production



Ferrochrome price[2)] development



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1) The proved chrome ore reserves at Kemi amount to 50 million tonnes, enabling long term operations.
2) Contract - MetalBulletin - Ferro-chrome Lumpy CR charge basis 52% & Cr quarterly major European destinations Cr ; Spot: Platts Charge Chrome 52% DDP Europe

For more information, call Outokumpu Investor Relations or visit www.outokumpu.com/investors

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Next IR event

Calvert site visit
November 18, 2014

Q4/14 Interim Report
February 12, 2015

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