

1H09

September, 2009

USIMINAS 

Agenda

- **Current Status**
- **Business Strategy**
- **Usiminas and the Distribution Sector**
- **Investment Plan**
- **“Reinventing” Project**

Current Status



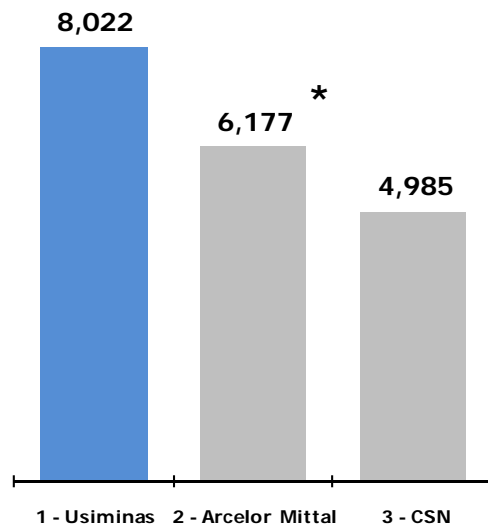
The largest flat steel producer in Latin America and the 38th steel producer in the world



Demand and Consumption

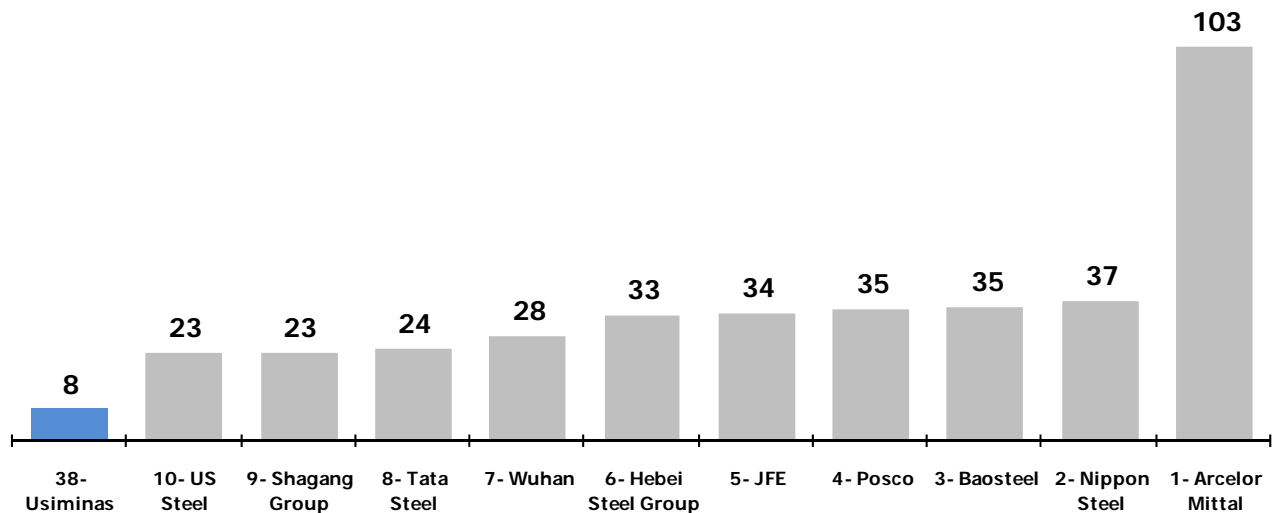
Top Brazilian Steel Producers – 2008 *

Crude steel production – 33.7 million t



Major Producers - 2008

Steel production- million t



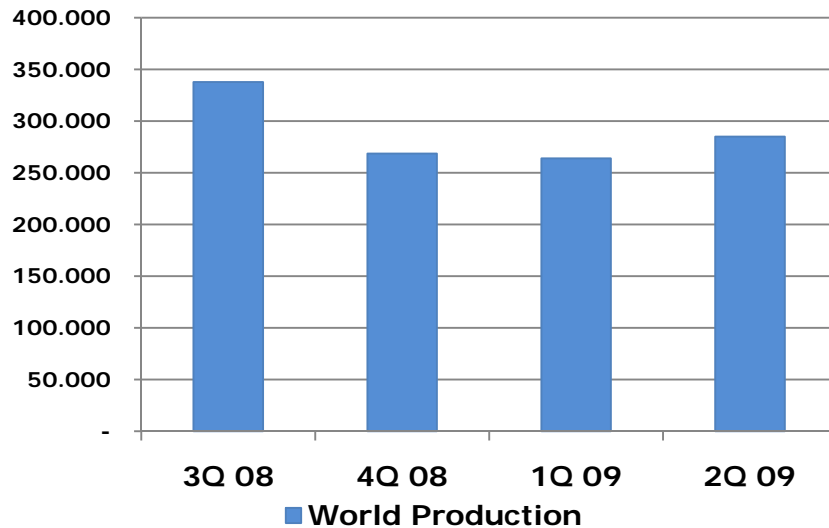
Source: IBS - Informe Estatístico Preliminar – January/2009 and Metal Bulletin – 2009

* Flat steel production

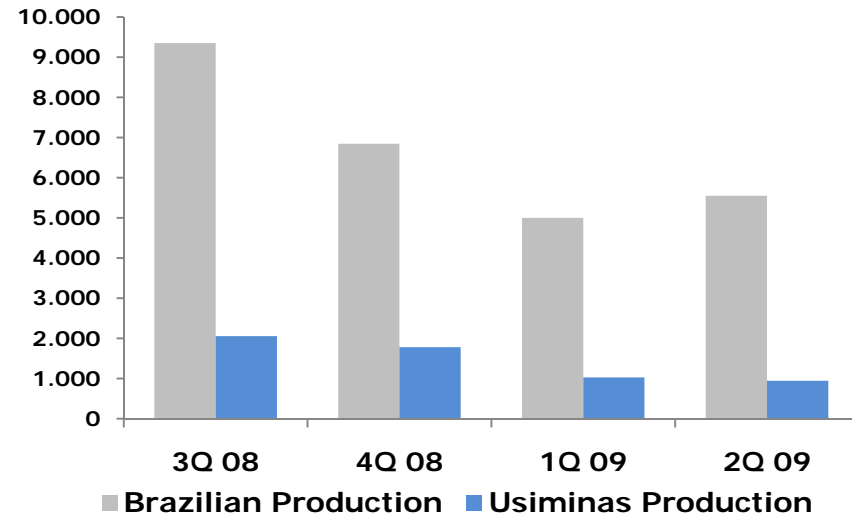
1S09 was a challenging period for the Brazilian and World steel producers



World Production



Brazilian Production

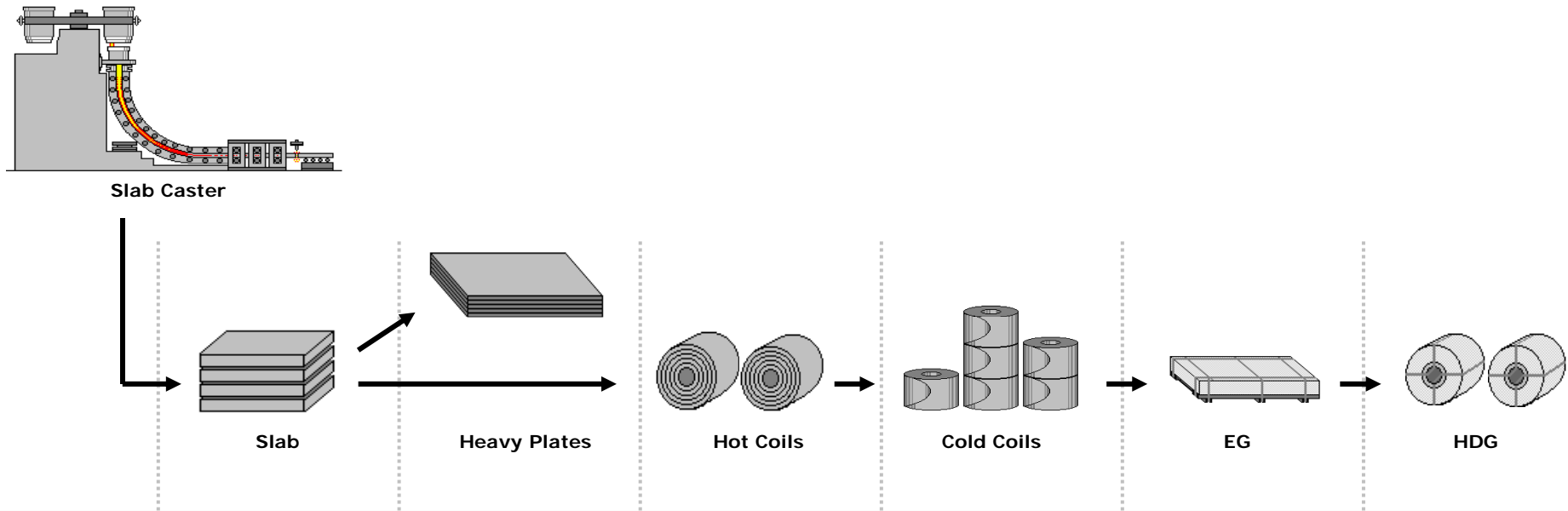


- World production should decrease 20% compared to 2008. (WSA)
- Domestic production should decrease between 20% and 25% compared to 2008. (IBS – Brazilian Steel Institute)
- However there are signs of recovery in the world and Brazilian steel production for 2H09.

In spite of its competitiveness, Usiminas was also affected



Usiminas has a full range of flat steel products

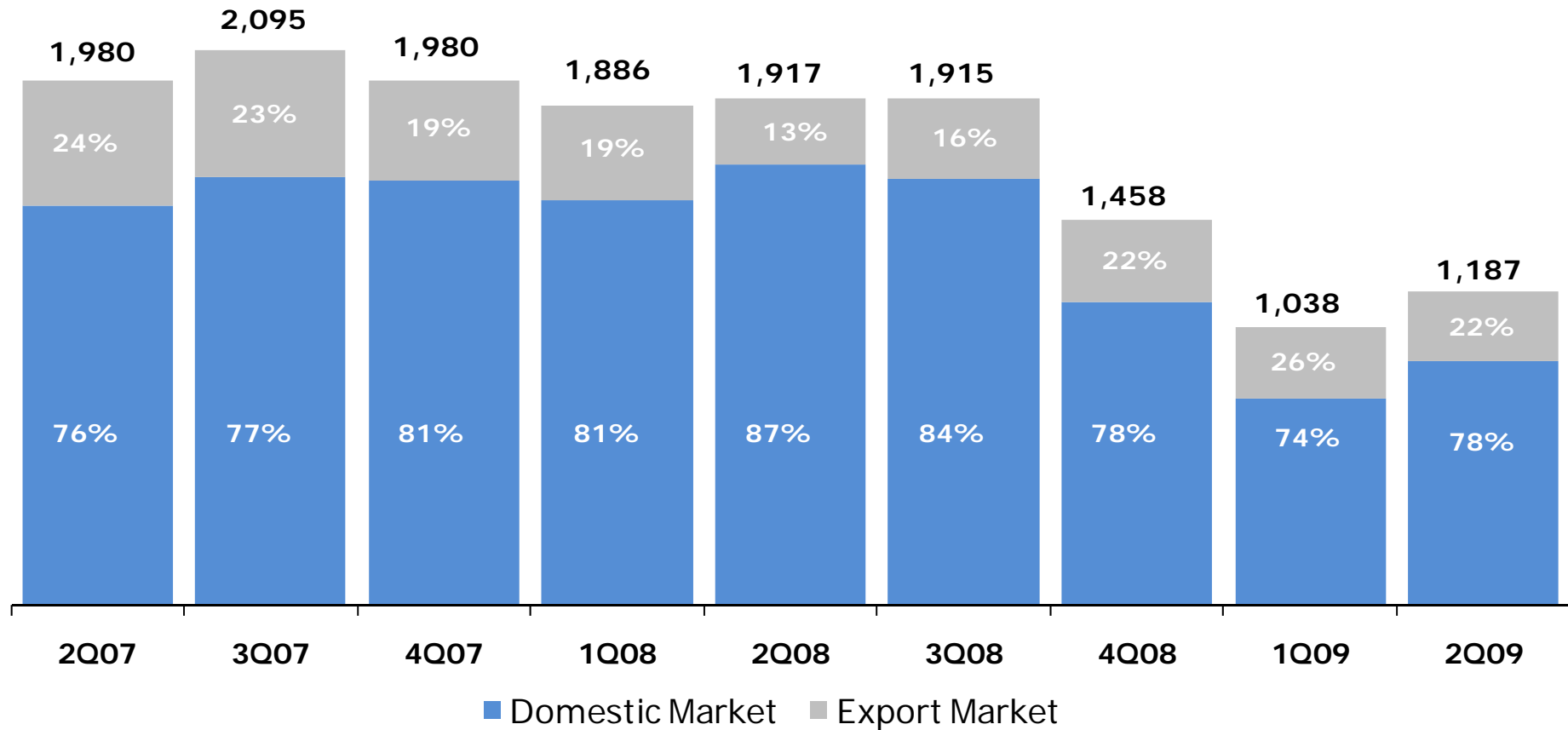


Ipatinga Plant	5,000 kt	1,000 kt	3,550 kt	2,500 kt	360 kt	480 kt
Cubatão Plant	4,500 kt	1,000 kt	2,100 kt	1,200 kt	-	-

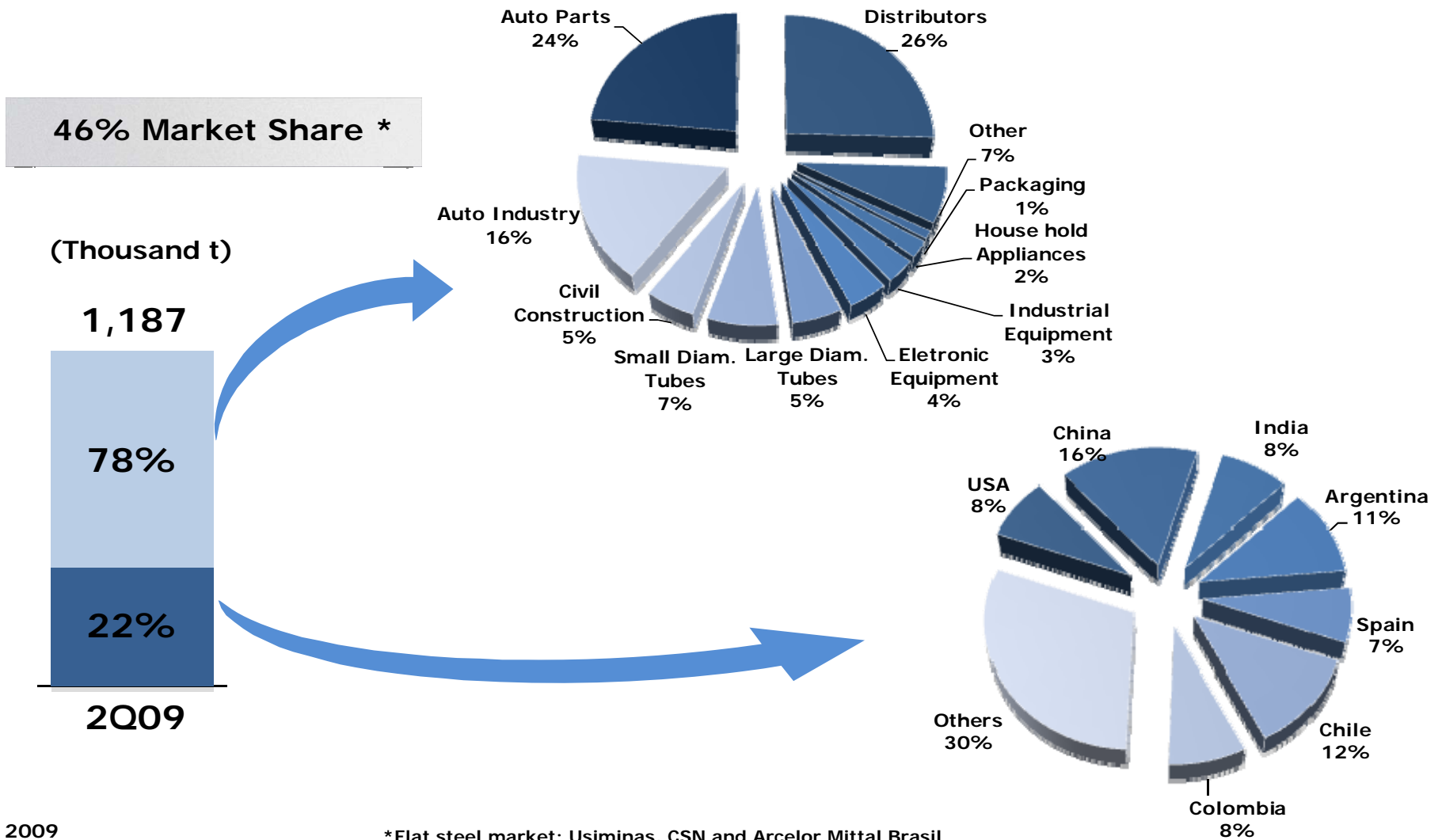
Sales prioritizing domestic market and high value added niches



Consolidated Sales (000 tons)



Sales prioritizing domestic market and high value added niches



June, 2009

*Flat steel market: Usiminas, CSN and Arcelor Mittal Brasil

2Q09 Results



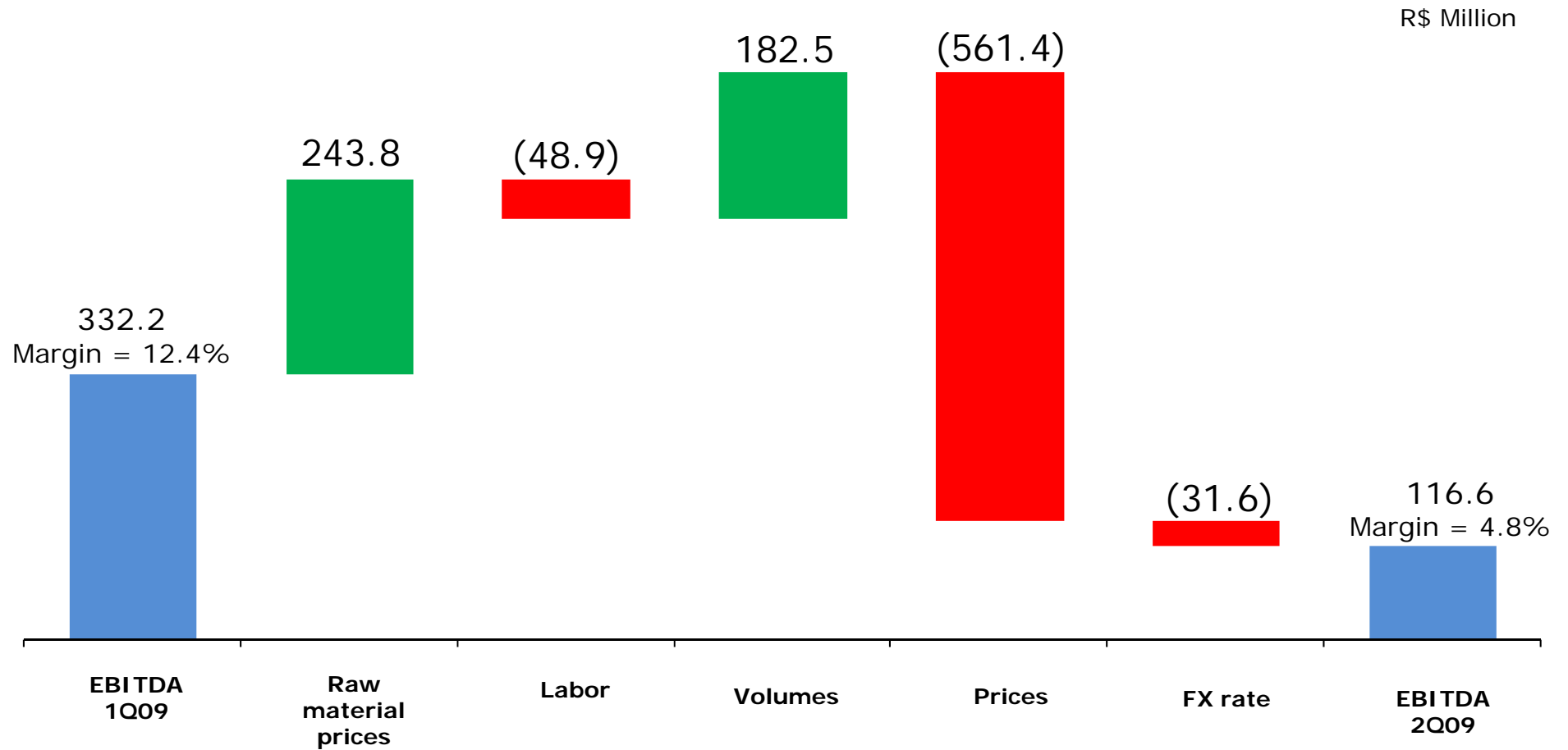
Highlights

R\$ million	2Q 2009	2Q 2008	1Q 2009	Chg. 2Q09/2Q08	1H 2009	1H 2008	Chg. 1H09/1H08
Total Sales Volume (000 t)	1,187	1,917	1,038	-38%	2,225	3,803	-41%
Net Revenues	2,412	3,973	2,670	-39%	5,082	7,526	-32%
Gross Profit	409	1,455	589	-72%	998	2,688	-63%
Operating Result (EBIT) (a)	4	1,193	98	-100%	102	2,179	-95%
Financial Result	562	204	(96)	175%	467	240	95%
Net Income (Loss)	369	988	(112)	-63%	257	1,700	-85%
EBITDA (b)	117	1,423	332	-92%	449	2,665	-83%
EBITDA Margin	4.8%	35.8%	12.4%	- 31,0 p.p.	8.8%	35.4%	- 26,6 p.p.
EBITDA (R\$/t)	98	742	317	-87%	202	616	-67%
Total Assets	24,999	24,415	26,939	2%	24,999	24,415	2%
Net Debt	3,777	552	4,299	584%	3,777	552	584%
Stockholders' Equity	14,748	13,598	14,717	8%	14,748	13,598	8%

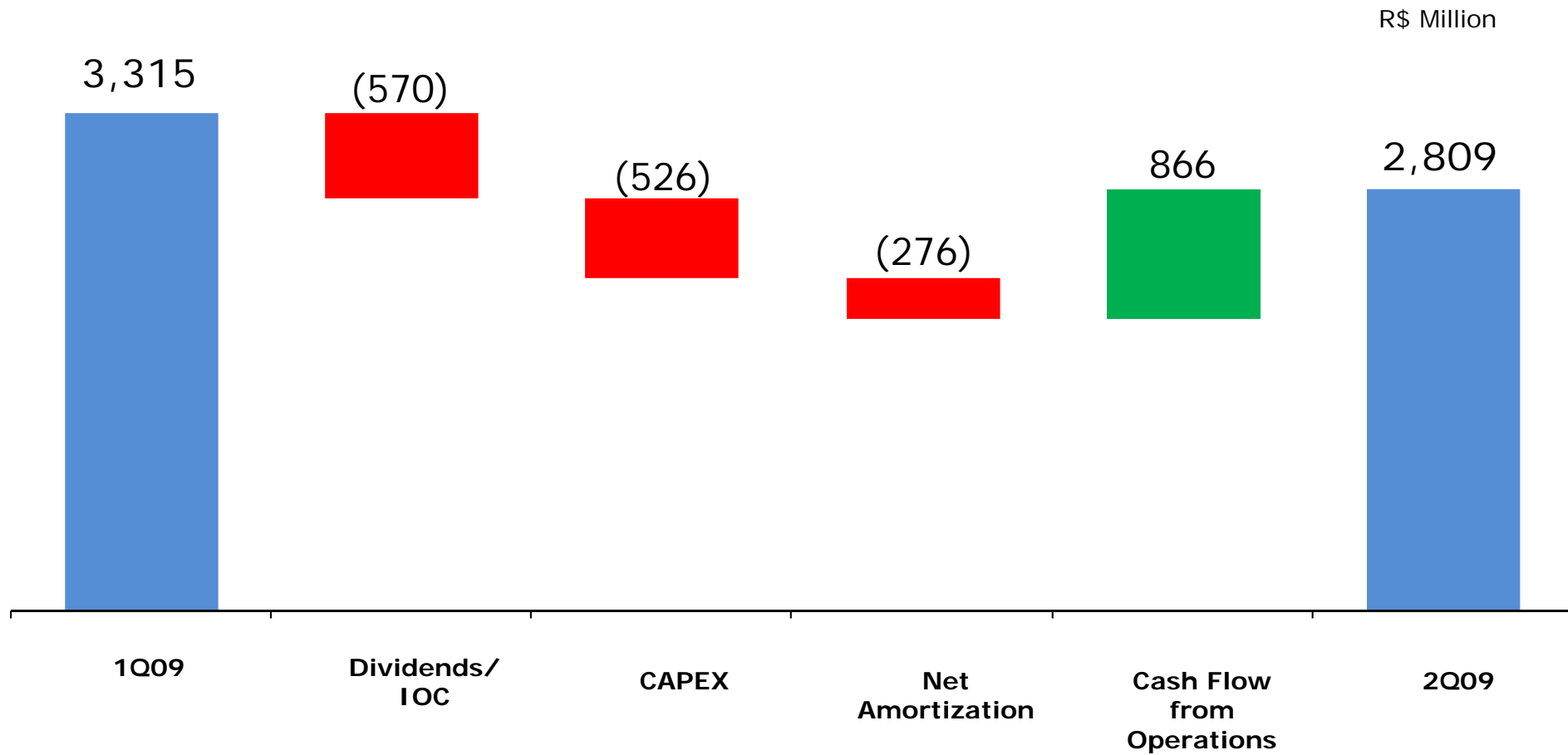
(a) Earnings before interest, tax and participations.

(b) Earnings before interest, taxes, depreciation, amortization and participations.

Adverse results in 2Q09 led to a poor EBITDA



However the maintenance of sound financial and cash position was a main goal



Important adjustments were made



✓ Inventory

R\$ Million	1Q09 (A)	2Q09 (B)	(B-A)
In process / Finished products	2,381	2,165	(216)
Raw materials	1,311	1,176	(135)
Others	1,226	885	(341)
Total	4,918	4,226	(692)

FUTURE

Target: EBITDA and Profitability

Important adjustments were made

✓ Labor force

- Labor force reduction of 16%.
- Non recurring cost of R\$79 million.

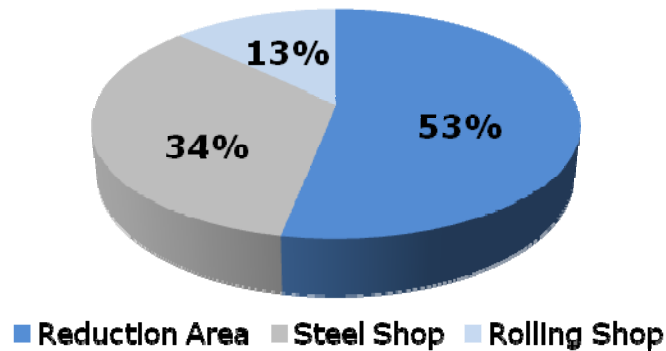


Target: EBITDA and Profitability

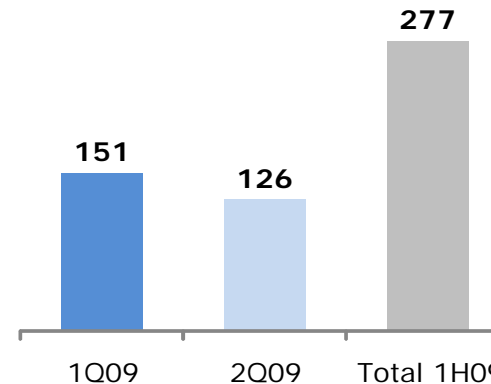
And the “Productivity and Action Project” will continue to generate important savings

✓ **Produtivity and Action Project**

Estimated Impacts – R\$1.4 billion



Savings during 1H09
R\$ million



✓ **Supply Project**

Potential savings of R\$ 1 billion over 2.5 years . In 2009 savings may reach R\$ 120 million.

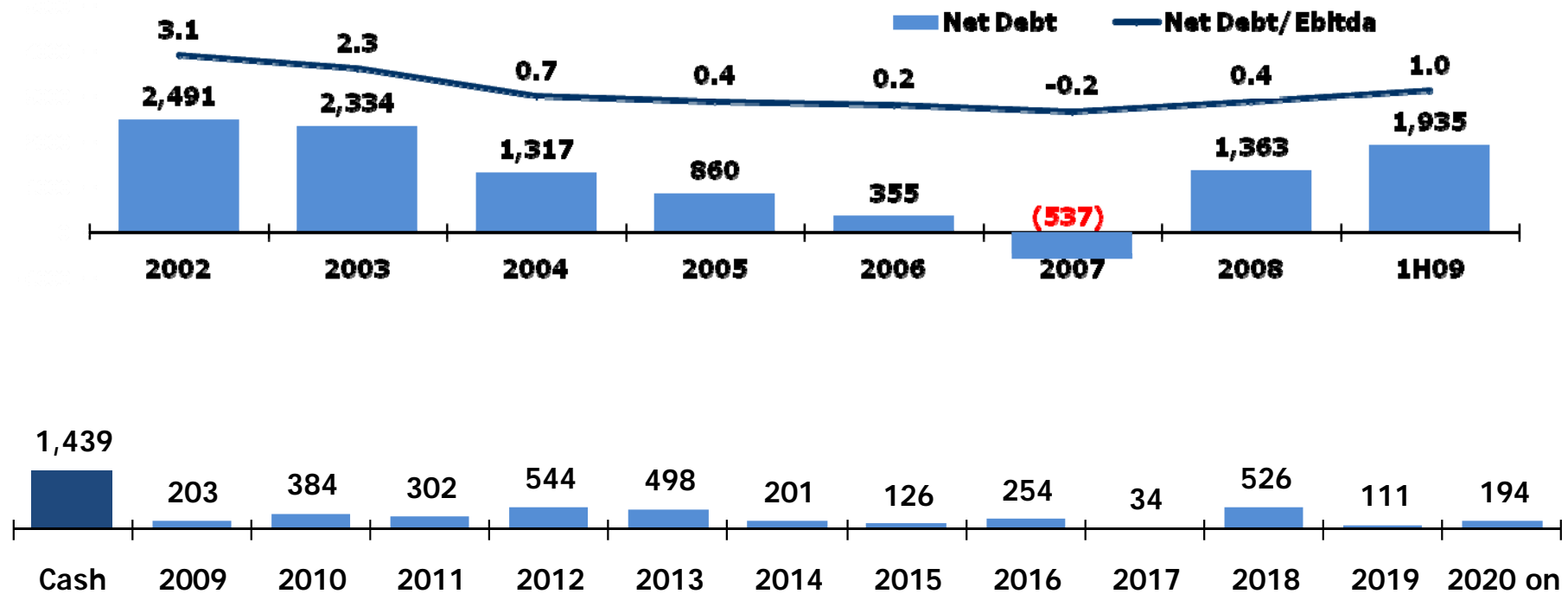
✓ **Working capital release**

Inventory decrease of R\$ 692 million in 2Q09. Savings target: R\$1 billion at the end of 3Q09.

Allowing the company to maintain its debt profile and cash position on a safe harbor



US\$ Million



June, 2009

Note: Principal Values

Business Strategy





Upstream Integration

Protection against transfer of margin in the value chain
Keep competitiveness of production costs



Expansion of Domestic Capacity

Take advantage of domestic market growth, capturing a premium for the logistics gains
Capture competitiveness from access to local competitive raw material and labor



Downstream Integration

Assure presence in growing markets
Integrate and create value in new market niches



Expansion of Products Portfolio

Assure maximum potential of value creation
Reduce dependence of few product lines
Assure presence in growing markets

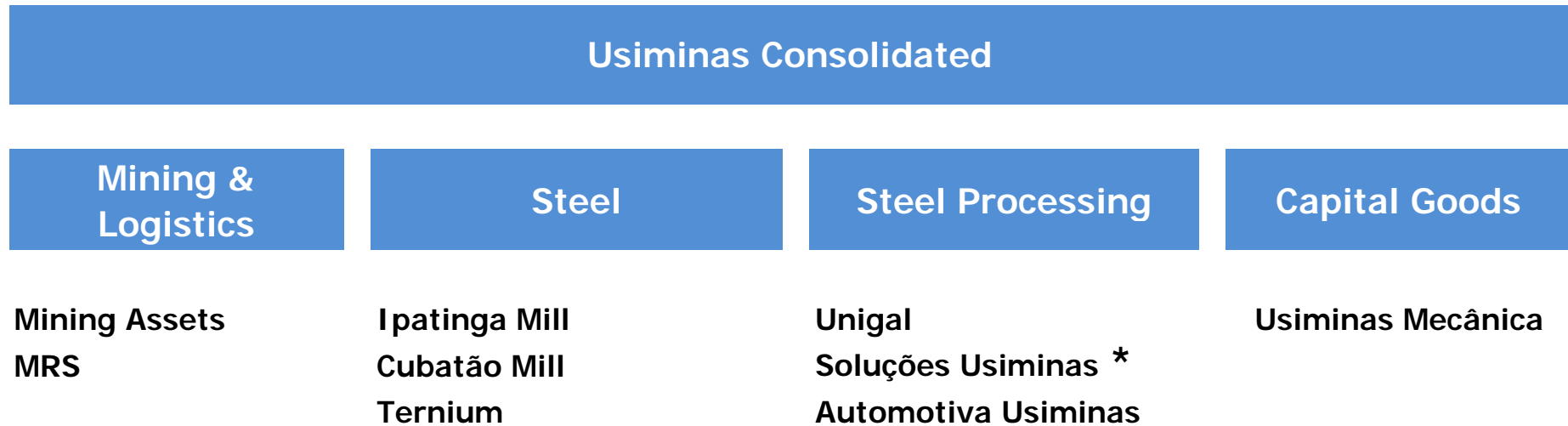


Internationalization

Assure access to markets outside Brazil
Accelerate growth
Diversify and keep close to sector leaders

Business Units

- Future format of Business Units results:



* Under structuring and will concentrate Rio Negro, Fasal, Dufer e Zamproгна

Usiminas and the Distribution Sector



The Distribution Sector is changing its profile



Distribution → **Distribution + Service Centers + Steel Processing**



Consolidation



Steel Industry adopting model of downstream integration through distribution

Size, potential of growth and margin

Commercial synergies

Operational Synergies

In March/09 Usiminas acquired Zamproгна, the largest independent distributor in Brazil



✓ **Financial Figures (2008)**

Sales volume: 288 thousand t
Net revenues: R\$ 822 million

✓ **Production and Supply**

Tubes
Service Center
Processed Products

✓ **Location**



Investment Plan



Capex for 2009 is expected to reach R\$ 2.3 Billion

Investments

Investments	Goal	Project Capex	Total executed up to June/2009
New Coke Facility (n°3)	750 thousand ton	R\$ 707 million	R\$ 402 million
New Thermolectric Power Plant	60 MW	R\$ 238 million	R\$ 229 million
Expansion of Heavy-Plate Rolling Mill	350 thousand ton	R\$ 1.050 billion	R\$ 52 million
New HDG Line	550 thousand ton	R\$ 914 million	R\$ 92 million
Hot Strip Mill no. 2	2.3 / 4.8 million ton	R\$ 2.530 billion	R\$ 342 million

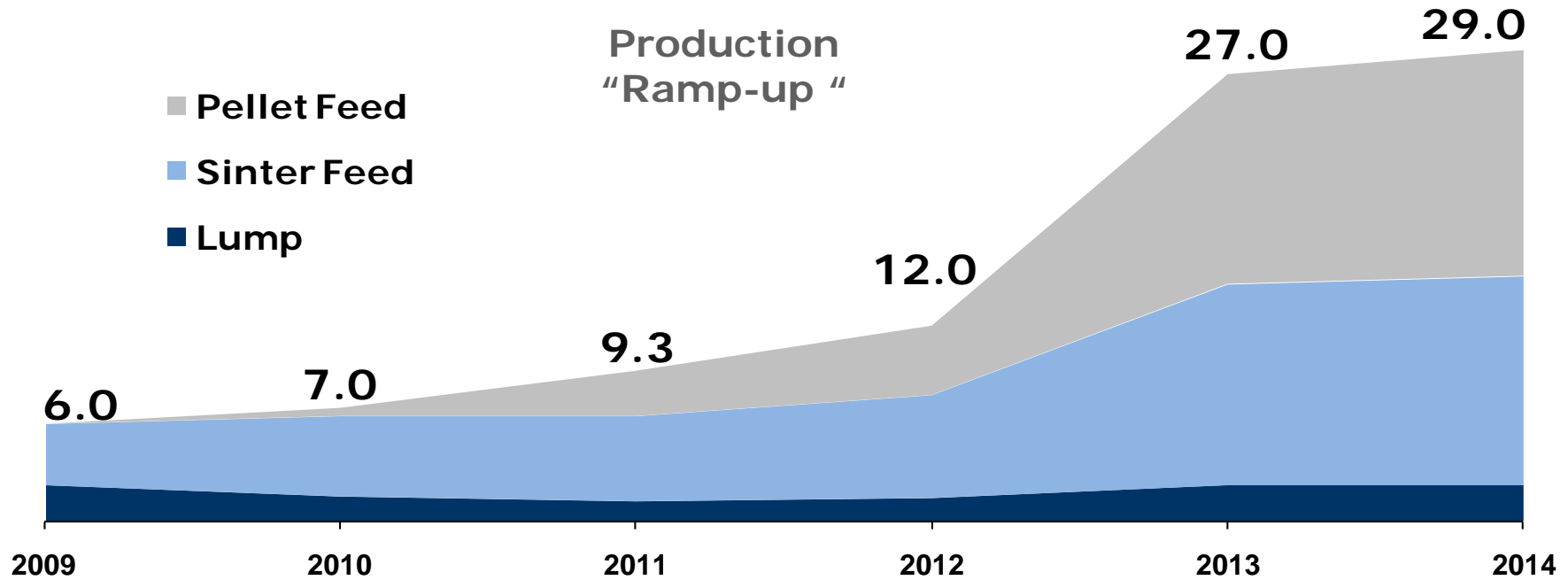


Investments in Steel to meet demand of high value added products

Investments in Mining aiming increase of production and competitiveness



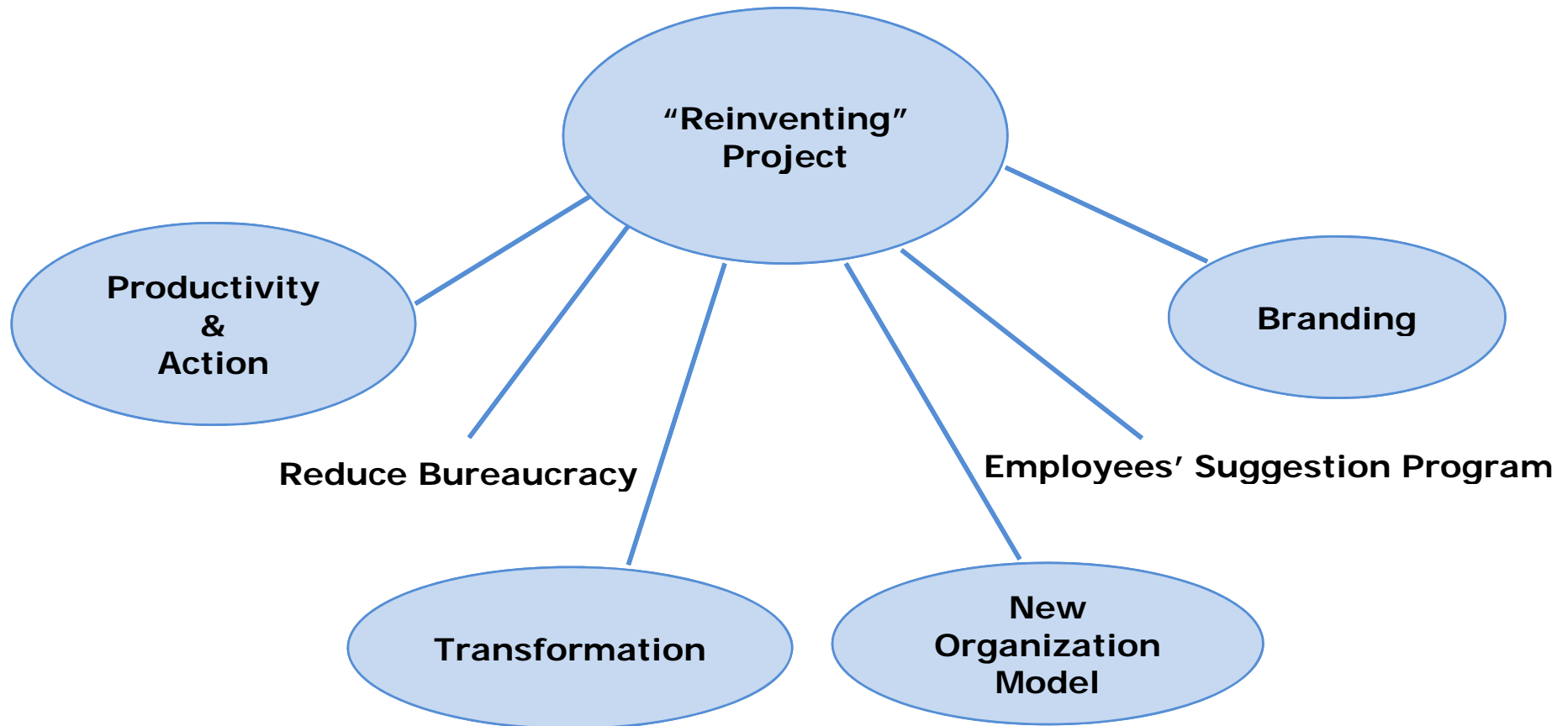
Million t



“Reinventing Project”





Despite its leadership position, Usiminas aims to become more dynamic, stronger, modern and efficient



“Reinventing Project”

1. Productivity & Action

- Change in focus due to economic scenario:
- Bottleneck of production process  Variable cost reduction (Potential: R\$ 1.4 billion)
- Inventory management  Raw material and products:
2Q09; R\$ 692 million
Target; R\$ 1 billion at the end of 3Q09
- Supply project – Potential savings of R\$ 1 billion (2.5 years)
2009: R\$ 120 million (target)

2. Transformation

- Integrated Sales, Production and Logistics
- New relationship standards

“Reinventing Project”

3. New Organization Model

- New matrix structure, by business nature
- Usiminas Executive Committee (COMEX)/decentralization
- Multi-segment committees / internal synergies

4. Branding

- Revision of corporate identity
- Revision of the brands’ strategic positioning
- Alignment with the new organizational paradigms

Other fronts

Reduce Bureaucracy

- Simplification of internal procedures
- Dynamic decision making process

Employees' Suggestion Program

- 12,400 ideas in the 1st season
- 5,500 ideas in the 2nd season

Board of Directors Decisions

- Suspend the new “Santana do Paraíso” mill project. It should be resumed as soon as the market fundamentals confirm the recovery of sustainable demand.
- R\$ 215 million new capex in Ipatinga mill: Secondary metallurgy of Steel Shop #2 aiming to increase supply of value added steel products to the oil and gas, and auto sectors.
- Interest on Capital payment in the amount of R\$ 89.9 million.

Declarations relative to business perspectives of the Company, operating and financial results and projections, and references to the growth of the Company, constitute mere forecasts and were based on Management's expectations in relation to future performance. These expectations are highly dependent on market behavior, of Brazil's economic situation, on the industry and on international markets, and are therefore subject to change.



**Dow Jones
Sustainability Indexes**
Member 2007/08



Investor Relations:

Bruno Seno Fusaro (Head of IR)

bruno.fusaro@usiminas.com

Phone: + 55-31-3499-8772

Fax: + 55-31-3499-9357

Matheus Perdigão Rosa

matheus.rosa@usiminas.com

Phone: + 55-31-3499-8056

Gilson Rodrigues Bentes

gilson.bentes@usiminas.com

Phone: + 55-31-3499-8617

Luciana Valadares dos Santos

luciana.santos@usiminas.com

Phone: + 55-31-3499-8619

Diogo Dias Gonçalves

diogo.goncalves@usiminas.com

Phone : + 55-31-3499-8710

www.usiminas.com/ri