The Plansee Group Facts & Figures









The Plansee Group

Our mission

All Plansee Group divisions achieve excellence in powder metallurgy, and have proven expertise in materials, technologies and applications.

We develop, produce and market products from high-technology materials.

For 90 years, we have produced powder metallurgical products that stand out in terms of their quality and availability – products that have enabled our customers to increase productivity and make major technological advances.

Our production technologies cover every step of the value chain.

It is our customers who determine how much internal added-value our products bring – whether it be powder, semi-finished or ready-to-use components. To ensure we remain the preferred partner to our customers, we continuously invest in training for our employees, in the latest technology, and in increasing our production capacity – right from the production of core powder metallurgical products through to the moulding, further processing and finishing stages.

We tailor our customer services, development and production to suit the requirements of our markets. The market defines what properties are required of our products. In order to best serve our different markets, we group our activities into business units. This ensures that we can achieve strong working relationships with all of our customers, while offering them made-to-measure product solutions. We continue this focused customer relationship management during the development and production stages.

Our objectives

The Plansee Group aims to be the world's leading and preferred supplier of powder metallurgical products manufactured from high-technology materials. The following Group objectives are valid for all divisions:

Leading market position

Our business activities have market-leading positions worldwide

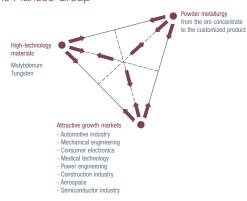
Above-average development

Our companies outperform the market. They are clearly positioned, profitable over the long-term, and achieve ambitious financial targets.

Employer of choice

The Group is an employer of choice throughout the world.

Core competencies of the Plansee Group



The Plansee Group 415 ■

Board of Directors Plansee SE Dr. Michael Schwarzkopf (Chairman)

Delegated from the Works Council:

Christoph Scheiber, Walter Berktold

Global Tungsten & Powders Corp.

Bernhard Schretter

Board of Directors

Bernhard Schretter

Dr. Andreas Lackner

Board of Directors PMG SA

Board of Directors Ceratizit SA Anne Lanners-de Rycker (Chairman) Dr. Michael Schwarzkopf

Dr. Michael Schwarzkopf

(Chairman)

(Chairman) Bernhard Schretter

Karlheinz Wex

Dr. Michael Krehl

(Vice Chairman) Dr. Alain Georges Karlheinz Wex

Jacques Lanners Dr. Wolfgang Glätzle John O'Hara Thierry Wolter

Molibdenos v Metales S.A.

Executive board members

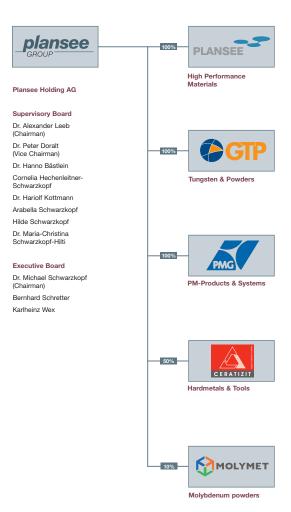
(in italics)

Karlheinz Wex

Dr. Michael Schwarzkopf

(Vice Chairman) Karlheinz Wex (Vice Chairman)





The Plansee Group 617 ■

Plansee Group achieves record sales figures

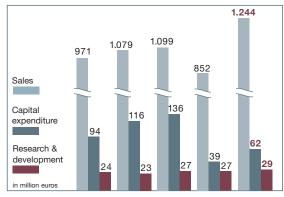
In the 2010/11 fiscal year, the Plansee Group increased its sales by 46 percent to a total of 1.24 billion euros. Well over 50 percent of the sales were recorded in three key sectors: automotive, mechanical engineering and consumer electronics.

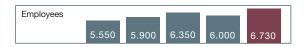
In the last fiscal year, the Plansee Group invested 62 million euros, and an additional 29 million euros in innovation projects. In total, the Group has invested one billion euros – or an average of 11 percent of sales per year – over the last ten years in machinery, technology, processes and new products.

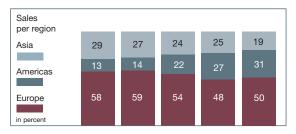
Among others, the power engineering sector (high-temperature fuel cells) and the booming LED industry offer particular potential for growth. In this context, the Plansee Group intends to further increase the amount of sales that are realized from new products, which currently stands at 30 percent.

The Group has made a good strategic move by increasing its presence in China (thanks to a joint venture with CB Carbide) and India (by acquiring Wolfra-Tech) and securing the long-term supply of raw materials through acquiring a 10-percent stake in the leading global molybdenum ore processor Molibdenos y Metales (Molymet).









The fiscal year ends on the last day of February.

All figures based on the consolidated financial statements of the Plansee Group.

The Plansee Group 819 ■





A step ahead in technology

The Plansee High Performance Materials (HPM) division is the world's leading manufacturer of refractory metal and composite products. Plansee HPM products set standards in several high-tech industries. Our claim "A step ahead in technology" conveys our 90 years of innovation in the powder metallurgy sector and demonstrates our commitment to developing new solutions, providing in-depth expert advice, and delivering premium-quality products and components.



Business Units

Industries

Manufacturing of semi-finished parts and machined parts from Molybdenum, Tungsten, Tantalum and Niobium for

- X-Ray
- Electronics
- Lighting
- Material Technologies
 Thermal Processes

Coating

Development, production and sales of coating materials for PVD coating technology. The main applications include displays, thin film solar cells, wear-resistant coating for tools and components

Tungsten Heavy Alloys

Applications from tungsten heavy metal alloys for shielding, industrial applications, aerospace

Semicon

Production and sales of tools for ion implantation for the semiconductor industry

Power T/D

Development and manufacturing of products for Power Transmission and Distribution

Global sales network

With our global sales network, we are worldwide close to our customers, whether multinational corporations or specialist and niche manufacturers.

Strong internationalization

Key growth drivers for Plansee's High Performance Materials (HPM) division during the 2010/11 fiscal year were the LED industry, along with the markets of America and Asia.

Plansee HPM responded to the high demand from the LED industry by expanding its capacity in the short-term. In this sector, demand for furnace components and crucibles made of molybdenum and tungsten was particularly strong.

The acquisition of the Indian fine wire manufacturer Wolfra-Tech enabled Plansee HPM to further expand its range of products for the lighting industry and also provided the basis for further business activities in the growing Indian market.



Plansee India, formerly known as Wolfra-Tech

Highlights

Optimizing LED manufacture

The semiconductor structure of an LED is deposited from vapor under chemically aggressive conditions at high temperatures. Components from Plansee ensure a seamless production process in the reactors. The geometry and the material composition are both matched to the requirements of the equipment manufacturer.



Molybdenum carrier plate

Improving diagnostic equipment Plansee's components for medical diagnostics are used in x-ray machines and other imaging equipment. Plansee has worked with leading device manufacturers for decades to develop innovative rotary and stationary anodes, tubes and detector components.



Anode plates and other components for x-ray tubes

Optimizing brightness

The industrial manufacture of the drawn tungsten wire used in incandescent bulbs began in 1921. Nowadays, Plansee's range covers all the refractory metal components used in lamp production. In addition to cathode and anode components, Plansee supplies wires, bands, foils and pins as power feed and connecting elements.



Fine tungsten wire

Highlights



Heater element for a sapphire manufacturing furnace

Reliable sapphire melting

Sapphire has proved successful as a carrier material (substrate) for high-intensity LEDs. It is manufactured in high-temperature furnaces operating at more than 2100 °C. The high-performance materials used for the furnace components are extremely strong and are resistant to molten ceramic material

Supporting research

Plansee is supporting the construction of linear accelerators and equipment for particle research with high-performance materials: high-purity niobium RRR from Plansee is used in large projects such as the XFEL and the International Linear Collider project. Tungsten plates are used as calorimeter screens.



Switch record voltages

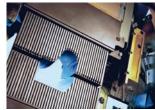
Arcing and switch contact systems feature high operating power, optimally selected material properties and a cost-conscious design. Plansee supplies contact components with unique arcing properties and high wear resistance for record voltages of 1,100 kV at temperatures up to 20,000 °C.



Switch contact components for 1 100 kV

Accurate tissue irradiation

Tungsten heavy alloys offer remarkably high density and strength. Due to their high capacity to absorb x-rays and gamma rays, they are used as shields in radiation therapy. Multileaf collimators use movable leafs to precisely guide the radiation to the malignant areas, protecting the healthy surrounding tissue.



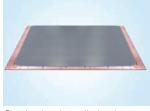
Multileaf collimator with movable leafs

Optimize original parts

With more than 10.000 different components for implanter equipment, Plansee is an important supplier of replacement parts in the semiconductor manufacturing field. As part of its Advanced Standard. Plansee aims to further develop original parts with longer service lives. easier handling and/or reduced total process costs.

Applying thin layers

Thin layers are manufactured from Plansee sputter targets using PVD coating methods. The layers are used in solar panels, displays and hard materials. Plansee is continuously developing new materials that optimize the efficiency and performance of the thin layers in its in-house PVD applications laboratory.



One-piece tungsten sputter target



refractory metals

Niobium RRR plates for the

XFEL accelerator

Order quickly and easily

Plansee's online shop www.plansee-express.com stocks the world's largest range of wire, bars, sheets and foils made from molybdenum, tungsten, tantalum and their alloys. Also in the web shop: TIG welding electrodes in reliable quality.

The online shop also offers good prices for small quantities. All Plansee Express products are delivered directly from stock and reach the customer very quickly. For example a molybdenum rod: online orders are on their way in two days. For those who want customized dimensions in the form of blanks, they can simply use the Plansee Express configuration tool to click their way to customize many standard products and order them immediately. The shop is open for the entire European market. A global roll-out is planned for autumn 2011.



Refractory metal products available in the online shop





Powders that shape your world

GTP's vision is to make its refractory powders and specialty products an indispensable component of many modern products used today as well as of the future. GTP provides its customers with the security of supply and continuous product improvement, while exceeding their challenging demands and becoming their supplier of choice. GTP accomplishes this through sustained investment in manufacturing and R&D, providing technical support and establishing a culture of strong company values and customer collaboration.



Business Units

Refractory and Specialty Powders

- Tungsten
- Molybdenum
- Other Refractory powders

Defense & Aerospace

Lighting

Power Generation

Security of raw material supply

In fiscal year 2010/11, Global Tungsten & Powders had a very successful year and returned to strong sales. GTP's capital investments and research & development were further aligned to support the continued growth in its core businesses.

GTP was expanding its production capacity to meet the increased demand for tungsten powders. To ensure security of supply of raw materials, GTP has signed two other long-term supply contracts with mines in Brazil and Spain and took decisive steps to expand recycling.

With new engineered powders for the oil and gas industry, GTP will obtain new customers and strengthen its competitiveness. In cooperation with Plansee High Performance Materials, the product portfolio for the lighting industry has been further expanded.



Long-term supply contracts with tungsten mines

Refractory and Specialty Powders

Hard materials

GTP markets a diverse line of tungsten carbide powders with offerings of "as-reduced" or ready to press powders, both engineered for applications in the woodworking, mining, construction, and automotive industries.



Tungsten carbide powders

Powders for energy exploration

GTP also develops and produces many custom powders designed to meet demanding specifications that customers require in their applications. This has resulted in strong demand for engineered tungsten powders from the oil and gas drilling business.



Tungsten powders for drill bits

Thermal spray powders

Thermal Spray Powders are complex powders in both chemistry and particle size distribution engineered to be applied to a surface as a coating using a sophisticated process.



Powders for thermal spray

Highlights

Molybdenum fine wires

Aerospace products

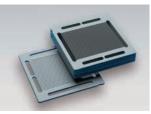
GTP has been working closely and confidently with various U.S. government organizations and provides a variety of powders, specialty items, and extremely fine wires.



Phosphor powders for the LED market

Lighting products

This year GTP launched new phosphors for the LED market and will continue to expand its product offering in this category. Also GTP continues to advance its development of critical lighting properties enhancing color, brightness and life.



Interconnects for fuel cells

Power generation products

GTP recently launched a new state-of-the-art facility for the production of solid oxide fuel cell (SOFC) interconnect plates. This green energy technology produces electricity via an electrochemical conversion of various fuels resulting in affordable electricity that can be made available to areas all over the world.





Hard material matters

The Ceratizit Hardmetals & Tools division is one of the world's leading hardmetal suppliers for cutting tools and wear protection solutions.

Employing a clearly-defined niche strategy, Ceratizit is successful in the tool and machine construction, energy/transport, automotive, and wood and stone working industries.

Under the slogan "Hard material matters", we work alongside our customers to develop sophisticated hardmetal solutions



Business Units

Industrial applications

Wood and stone working

End users

standard tools and system solutions for user segments

Tool manufacturers

a material and hardmetal partner for manufacturers of branded and non-branded goods

WNT

a sales organization made up of regional representatives who market standard cutting tools for small and medium sized companies

Global sales network

Our technical sales teams are located around the world, so we are close to our customers. As such, we are able to offer on-site advice on developing the perfect solution for their business.

Asian presence reinforced

For Ceratizit, the 2010/11 fiscal year saw a rapid recovery in the global market for cutting and wear protection solutions, as well as the increasing importance of China, India and Brazil.

The founding of the CB Ceratizit joint venture in August 2010 provided the necessary conditions for a greater presence in the Asian market. CB Ceratizit is represented by seven production facilities and sales offices in Taiwan and China.

Ceratizit promoted a large number of new products at the AMB International Metalworking exhibition, including cutting solutions for machining large components used in the aircraft construction, automotive and wind power industries. It also showcased its new tools for processing super-alloys, titanium alloys and stainless steels.

Ceratizit was presented with the MM award for a new milling system for machining engine blocks, and another of its milling solutions for the automotive industry won

> the "European Automotive Powertrain Customer Value

Research Institute

Enhancement Award". This prize

is awarded by the Frost&Sullivan

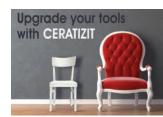


MM Award

Wear part highlights

Getting more out of wood

Hard materials from Ceratizit enable wood processors to make tools that last longer and optimize production costs. As a partner to makers of woodworking tools, Ceratizit supplies carbide blanks, semi-finished products and ground, ready-to-use reversible blades.



Wide range of woodworking products

Better rolling

Carbide rollers from Ceratizit make an important contribution to control rolling temperature, speed, calibration or tolerance. Ceratizit has developed a new powder formulation as the starting material for roller manufacture, bringing further improvements to hardness and toughness.



Carbide solution for hot rolling

Order more from stock

Ceratizit has extended its stock range for making cutting and stamping tools. EDM blocks and punches are now available in many new sizes, as well as in the form of flat-ground blocks. Available from the online shop at www.e-techstore.com or from our sales department, which also offers many other services.



Extended stock range for cutting and stamping tool manufacture

Milling tool HPC 04 for automotive parts

Cutting solutions highlights

Increasing productivity

Ceratizit has developed a milling solution with extremely hard cutting materials for smaller diameters. It replaces soldered and solid carbide tools and enables more effective machining, since service lives are longer and the tool is easier to maintain.







Threading inserts for the oil field industry

Processing tubes

properties.

Cutting tools from Ceratizit guarantee secure application and high productivity when processing tubes for the oil field industry. Ceratizit has many years of experience in this field, and has built up a deep understanding of the development and production process.

Sales network for cutting tools

WNT, a business unit of the Ceratizit Group, is an international sales organization for cutting tools, headquartered in Kempten/Germany. With nine companies, WNT is active in 14 countries and supplies small and medium-sized companies with precision cutting tools. Experienced technical engineers support the customers through a free phone line and visits on site in order to help with the selection of the correct tool and application.



Joint-venture in China

CB Ceratizit brings together the former production and sales activities of CB Carbide and Ceratizit in China, Taiwan, Korea, south-east Asia and Australia. CB Ceratizit markets wear parts and rods, as well as sophisticated wear and cutting tool solutions.





Passion for mobility

The activities of PMG are dedicated to one of the greatest needs of our time - mobility. PMG is a worldwide leading supplier of sintering parts and systems for the automotive industry.

A clearly focused strategy combined with excellent quality standards make PMG an ideal partner for demanding applications in the manufacture of two and four-wheeled vehicles



Chassis

Shock absorber

- Rod auide - Valve
- Piston

Electrical applications (Soft magnetics)

Powertrain

Engine components

- Components for variable valve timing (VVT)
- Pulleys and sprockets
- Sprockets

Manual transmission components

(manual and automated) - Synchronizer parts

- Sprockets
- Systems

Automatic transmission components

- One way clutches (parts and systems)
- Planetary carriers
- Sprockets

Global sales network

Sales and marketing teams in Europe, in the Americas and Asia

Well-prepared for recovering markets

The unexpectedly fast recovery of the global automotive market and the strong demand from China were important growth drivers for the PMG division in the 2010/11 fiscal year. At the same time, PMG successfully completed an ambitious cost reduction program, which it started before the onset of the economic crisis

In China, production facilities were consolidated into a new plant. Several production lines have begun operation at the new site, with the manufactured components being supplied to the local market

PMG has developed new products for shock absorbers, powertrains and electrical applications, and has successfully launched them on the market. The Group has also taken steps to develop its systems business with one way clutch and synchronizer systems for manual and double-clutch transmissions



Start of production at the new site in Shanghai

Highlights

Developing the systems business

Working closely with its customers, PMG is developing customized solutions for demanding automotive applications. PMG can supply everything from one source: from customized designs and production of individual components, through to stock maintenance and assembly of the finished system.



One way clutch systems

Shaping the future of cars

The next generation of vehicles need to be smaller, lighter and more efficient. Soft Magnetic Composites (SMCs) increase the efficiency of magnetic and electrical applications beyond those of laminates. PMG is a leading developer of SMCs for hybrid and electric vehicles.



SMC range extender

Integrating quality controls

Sealing the piston in the cylinder of a shock absorber has an effect on its functional performance. PMG has developed a test that is integrated into the process. It verifies the hydraulic performance of the absorber, and therefore prevents poor functional performance in the final product.



Shock absorber pistons

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