

Joint Ventures in Southeast Asia and U.S. with BlueScope Steel, Australia

Nippon Steel Corporation (President: Shoji Muneoka, hereinafter “NSC”) has agreed with BlueScope Steel Limited, Australia (CEO: Paul O’Malley, hereinafter “BSL”) to establish a coated products (hot-dip galvanized sheets, painted sheets, and roll-formed building products) joint ventures in Southeast Asia and the U.S. (hereinafter the “Joint Venture”). The Joint Venture will consist of 14 operating entities in relation to such coated products, now being operated by BSL in those jurisdictions. The NSC Group will make an equity investment in the Joint Venture, through the purchase from BSL of 50% of BSL’s equity holdings in those operating entities, to organize them into a 50 : 50 Joint Venture between NSC and BSL as equal participants. The investment in this joint-venture group is expected: US\$520 million for NSC and US\$34 million for Nippon Steel & Sumikin Coated Sheet Co., Ltd., a consolidated subsidiary of NSC in the building product business, amounting in aggregate to US\$554 million for the NSC Group. Equity investment procedures are expected to be completed by the end of March 2013.

The businesses of the Joint Venture are the hot-dip galvanized sheet & painted sheet business in Thailand, Indonesia, Malaysia, Vietnam, and the U.S. (galvanizing capacity: about 1.4 million tons/year and painting capacity: about 650,000 tons/year) and the roll-formed building products business in Thailand, Indonesia, Malaysia, Singapore, Brunei, Vietnam and the U.S. NSC, in addition to participating in the management of the Joint Venture, is going to supply it with substrates (hot-rolled coils and cold-rolled coils) for hot-dip galvanized sheets on a stable basis.

NSC, through the Joint Venture, aims to provide more value-added products, services and solutions. This equity participation will open the way for quicker responses to the rapidly expanding demand for coated products in the building and construction fields in Southeast Asia and North America and will also enable faster, on-target responses to market needs with the strategic networking of the Joint Venture operating entities. Moreover, by inputting NSC’s proprietary technologies and product bundles to the Joint Venture, NSC is pursuing the opportunities to access and capture a larger market field, such as the home appliances market in Southeast Asia, taking advantage of NSC's geographic proximity to the market.

NSC has conducted 65 technical cooperation projects with BSL since 1970 and signed, in 2010, a comprehensive long-term technical tie-up agreement concerning the joint development of next-generation surface-treated sheet steel for the building and construction market. The present tie-up between the two companies is based on the relationship of mutual trust and cooperation of many years’ standing. Both companies continuously aim to contribute to customers on a global basis, including through the sustainable growth of the Joint Venture.

[Outline of the Joint Venture]

Joint Venture name (provisional): NS BlueScope Coated Products
 Equity ratios: NSC 50% and BSL 50%
 Purpose of business: Manufacture and sale of hot-dip galvanized steel sheet, painted steel sheet, and roll-formed building products
 Main productive capacities:
 Cold-rolling capacity: 800,000 tons/year
 Hot-dip galvanizing capacity: 1,400,000 tons/year
 Painting capacity: 650,000 tons/year
 Roll-forming bases: 25 bases
 Joint Venture operating entities: 14 companies in 7 countries (see the table below)
 Employees: About 3,000
 Chairman: To be appointed by NSC
 CEO: To be seconded from BSL

Location	Company name (provisional)	Map No.	Purpose of Business
Thailand	NS BlueScope Thailand Ltd	①	Manufacture and sale of hot-dip galvanized sheet & painted sheet
	NS BlueScope Lysaght Thailand Ltd	①	Manufacture and sale of roll-formed building products.
Indonesia	PT NS BlueScope Indonesia	②	Manufacture and sale of hot-dip galvanized sheet & painted sheet
	PT NS BlueScope Lysaght Indonesia	②	Manufacture and sale of roll-formed building products.
Malaysia	NS BlueScope Malaysia Sdn Bhd	③	Manufacture and sale of hot-dip galvanized sheet & painted sheet
	NS BlueScope Lysaght Malaysia Sdn Bhd	③A	Manufacture and sale of roll-formed building products.
	NS BlueScope Lysaght Sabah Sdn Bhd	③B	Manufacture and sale of roll-formed building products.
	NS BlueScope Lysaght Sarawak Sdn Bhd	③C	Manufacture and sale of roll-formed building products.
Singapore	NS BlueScope Lysaght Singapore Pte Ltd	③D	Manufacture and sale of roll-formed building products.
Brunei	NS BlueScope Lysaght Brunei Sdn Bhd	③E	Manufacture and sale of roll-formed building products.
Vietnam	NS BlueScope Vietnam Limited	④	Manufacture and sale of hot-dip galvanized sheet & painted sheet
	NS BlueScope Lysaght Vietnam Limited	④	Manufacture and sale of roll-formed building products.
U.S.A.	SteelScape LLC	⑤	Manufacture and sale of hot-dip galvanized sheet & painted sheet
	ASC Profiles LLC	⑤	Manufacture and sale of roll-formed building products.

[Map showing the locations]



[Outline of BlueScope Steel Limited]

(1) History

- 1885: Broken Hill Proprietary Company Limited was established.
- 1915: BHP started in the steel business (Newcastle Works started operation).
- 2001: England-based mining company, Billiton, merged with BHP to form BHP-Billiton.
- 2002: BHP-Billiton split-off its steel operation as BHP Steel Limited.
- 2003: The company name changed to BlueScope Steel Limited.

(2) Location of the head office: Melbourne, Australia

(3) Location of the steelworks: Port Kembla, New South Wales, Western Port, Victoria

(4) Capital: Austl. \$4,074 million (about ¥325,900 million) (as of June 2011)

(5) Sales: Austl. \$9,153 million (about ¥732,200 million) (as of June 2011)

(6) Management: Chairman: Mr. Graham Kraehe, AO
CEO: Mr. Paul O'Malley

[Photographs for Signing Ceremony] (August 11, at Singapore)



Left : BSL CEO Mr. Paul O'Malley
Center : NSC President Shoji Muneoka
Right : BSL Chairman Mr. Graham Kraehe, AO

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