



## Company Profile

### **A world leader in refractories**

RHI AG is a world market and technology leader in high-grade ceramic refractory materials. A global player with Austrian roots, RHI employs roughly 8,000 people worldwide at 33 production sites in Europe, North America, Latin America, South Africa and China and is represented by over 70 sales offices in four continents. The company's headquarters is located in Vienna, Austria. In the first quarter 2012, RHI reported revenues of EUR 436.9 million (First quarter 2011: EUR 413.8 million; 2011 overall: EUR 1,758.6 million). The RHI share is listed on the Prime Market of the Vienna Stock Exchange (ATX).

### **97 percent export ratio – 60 percent self-produced raw materials**

RHI produces more than 2 million tonnes of refractory products annually: refractory bricks, mixes, mortars and functional products. The export ratio amounts to 97 percent. More than 60 percent (approx. 1.3 million tonnes of magnesite and dolomite) of the required raw materials come from the group's six raw material sites, where they are mined in underground or surface mining and processed on site.

### **Refractory applications: key industries steel, cement, lime, glass**

Refractory materials are used in the steel, cement and lime industries, in the production of glass and nonferrous metals (e.g. copper or aluminium), in environmental and energy technology as well as in the chemical and petrochemical industries. Refractories are indispensable to all industrial processes involving high temperatures in excess of 1,200°C. As refractory linings RHI products ensure that a wide range of aggregates (e.g. steel converters, steel ladles, cement rotary kilns, glass tanks) resist extreme thermal, mechanical and chemical stress.

### **Only global generalist: tailor-made products and system solutions**

RHI consistently pursues the goal of offering its more than 10,000 customers refractory system solutions at the best price-performance ratio. With tailor-made products and individual recipes, RHI enables its customers to improve the value added in their production processes. RHI is the only global refractories supplier to offer products for all aggregates of the basic industry. The RHI umbrella brand combines a series of traditional brands that have been established in the market for many years, including Didier, Veitscher, Radex, Dolomiti Franchi, Interstop and Monofrax. RHI constantly deploys a large number of refractory specialists on site with customers in order to develop individual complete solutions – comprising the product, top engineering and special machinery for efficient application – in cooperation with the customer.

## Technology leadership through comprehensive R&D activities

RHI's technology leadership is based on long-standing, successful research and development activities, which are concentrated at the global technology centre in Leoben, Austria. A team of some 150 international experts permanently develops new refractory innovations in cooperation with RHI's Steel, Industrial and Raw Materials Divisions as well as internationally renowned universities and research institutes and key customers. More than one percent of revenues are invested in research and development each year.

## More than 175 years of tradition and lived values

With a tradition of more than 175 years – the company's roots go back to the 19<sup>th</sup> century – RHI combines tradition and innovative technologies with top quality standards. The daily implementation of the central corporate values – power of innovation, openness and reliability – guarantees a continuous expansion of this position.

## Facts and figures

- 8,000 employees
- 150 experts in R&D
- 33 production and raw material sites in Europe, North America, Latin America, South Africa and China
- More than 70 sales offices in five continents
- Development and production of 2 million tonnes of refractory products per year
- Mining and processing of approx. 1.3 million tonnes of magnesite and dolomite
- 97 percent export ratio
- RHI invested more than 1% of revenues in R&D
- More than 10,000 customers in 180 countries
- More than 175 years of refractories tradition

## Key figures RHI Group

In EUR million	Q1 2012	Q1 2011	overall 2011
Revenues	436.9	413.8	1,758.6
EBIT	33.6	29.2	150.9
EBITDA	47.6	42.4	204.1
Profit	32.0	18.3	120.8

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