



STEEL-INSIGHTS, LLC
Metals, Mining & Manufacturing Strategic Consulting

Steel, Metals, Mining & Manufacturing Public Company Valuation Report

A collection of valuation tables on public
companies in the steel, metals, mining &
manufacturing industries.

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April 30, 2015





Information included in this report is believed to be true and the author has exercised due diligence in obtaining the data from market and private sources. This report is not intended to be the sole basis for making an investment and the reader is cautioned to exercise additional independent due diligence before making any investment decision.

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Steel Producers Valuation Comparison



STEEL-INSIGHTS, LLC
Metals, Mining & Manufacturing Strategic Consulting

Comparable Steel Producers Valuation Multiples

(\$ per millions, multiple)

Company	Market Capitalization (April 30)	Total Enterprise Value (TEV)	TEV/Revenue	TEV/EBITDA
ArcelorMittal (NYSE:MT)	19,156.5	35,046.1	0.44x	5.0x
Baoshan Iron & Steel Co., Ltd. (SHSE:600019)	25,308.6	30,519.4	1.01x	20.5x
China Steel Corp. (TW:2002)	12,949.0	21,993.1	1.83x	10.4x
Commercial Metals (CMC)	1,937.0	2,950.2	0.44x	7.0x
Companhia Siderurgica Nacional (NYSE:SID)	3,732.4	11,033.3	2.23x	7.1x
Eregli Demir ve Celik Fabrikalari T.A.S. (OTC:ERELY)	43,235.3	43,489.6	9.94x	43.7x
EVRAZ plc (OTC:EVRZF)	3,912.6	9,421.6	0.72x	7.4x
Gerdau S.A. (NYSE:GGB)	5,778.1	10,732.4	0.76x	6.3x
Hyundai Steel Company (KSE:A004020)	6,041.8	15,397.3	1.04x	7.6x
JFE Holdings, Inc. (OTC:JFEF)	14,531.5	31,231.5	0.97x	9.7x
Jindal Steel & Power Ltd. (NSE:JINDALSTEEL-EQ)	2,048.9	5,656.6	1.75x	6.3x
JSW Steel Ltd. (NSE:JSWSTEEL)	2,147.0	6,350.3	0.79x	3.9x
Kobe Steel (KBSTF)	7,214.4	16,833.2	1.07x	10.0x
Magnitogorsk (MAGN.ME)	3,271.9	5,541.9	0.70x	3.6x
Mechel (MTL)	582.8	7,435.9	1.16x	10.7x
Nippon Steel & Sumitomo Metals (NSSMY)	24,717.3	47,816.8	1.01x	8.7x
OJSC Novolipetsk Steel (MCX:NLMK)	7,938.8	9,528.6	0.92x	4.0x
Nucor Corporation (NYSE:NUE)	15,658.8	18,796.7	0.92x	9.4x
POSCO (NYSE:PKX)	18,313.6	39,693.3	0.68x	7.5x
Salzgitter (DB:SZG)	1,850.5	4,274.5	0.42x	11.7x
Severstal (MCX:CHMF)	9,098.1	10,503.0	1.18x	4.5x
SSAB Svenskt (SSAAF)	4,791.6	8,139.9	1.28x	14.3x
Steel Dynamics (STLD)	5,345.2	7,838.4	0.87x	8.9x
Tata Steel Limited (NSE:TATASTEEL)	5,396.4	8,782.2	0.45x	3.4x
Ternium S.A. (NYSE:TX)	4,161.7	5,853.4	0.67x	4.3x
TimkenSteel Corporation (TMST)	1,321.8	1,591.6	0.95x	7.3x
The Timken Company (TKR)	2,655.5	3,024.5	0.99x	8.5x
ThyssenKrupp (TYEKF)	14,970.5	28,701.7	0.61x	11.4x
US Steel (NYSE:X)	3,500.5	6,769.5	0.41x	7.9x
Voestalpine (VLPNY)	1,464.1	5,849.3	0.47x	3.6x
Average Multiple				
Mean			1.22x	9.2x
Median			0.92x	7.6x
Max			9.94x	43.7x
Min			0.41x	3.4x

NOTE: Figures are subject to substantial error. No investment decision should be taken based on information in this table.

Source: Company Reports, Bloomberg Businessweek & Yahoo Finance



Steel Processors Valuation Comparison



Comparable Processors/Distributors Valuation Multiples

(\$ per millions, multiple)

Company	Market Capitalization (April 30)	Total Enterprise Value (TEV)	TEV/ Revenue	TEV/ EBITDA
A. M. Castle & Co. (NYSE:CAS)	92.9	412.3	0.43x	NMF
Carpenter Technologies (CRS)	2,275.0	3,244.5	1.43x	12.8x
Gibraltar Industries, Inc. (NASDAQ:ROCK)	515.4	618.4	0.72x	9.8x
Klöckner & Co SE (XETRA:KCO.DE)	962.9	1,852.1	0.25x	8.6x
Olympic Steel Inc. (NASDAQ:ZEUS)	121.8	367.1	0.26x	10.4x
Reliance Steel & Aluminum Co. (NYSE:RS)	4,837.8	7,208.6	0.69x	8.5x
Russel Metals (RUS.TO)	1,404.4	1,957.8	0.42x	6.2x
Ryerson, Inc.	178.7	1,593.4	0.44x	12.1x
Worthington Industries, Inc. (NYSE:WOR)	1,793.7	2,451.1	0.92x	11.1x

⁽¹⁾ Valuation when purchased by RESC April 15, 2013

Average Multiple

Mean	0.62x	9.9x
Median	0.44x	10.1x
Max	1.43x	12.8x
Min	0.25x	6.2x

NOTE: Figures are subject to substantial error. No investment decision should be taken based on information in this table.

Source: Company Reports, Jefferies Research & Yahoo Finance

Iron Ore Producers Valuation Comparison



Comparable Iron Ore Producers Valuation Multiples

(\$ per millions, multiple)

Company	Market Capitalization (April 30)	Total Enterprise Value (TEV)	TEV/ Revenue	TEV/ EBITDA
BHP Billiton (BHP.AX)	136,966	171,372	2.77x	5.8x
Cliffs Natural Resource (CLF)	910	3,685	0.89x	NMF
Fortescue (FMG.AX)	5,664	13,164	1.23x	3.5x
Rio Tinto (RIO.AX)	85,364	112,762	2.37x	7.0x
Vale (VALE US)	39,147	68,567	2.00x	6.6x
Average Multiple				
Mean			1.85x	5.7x
Median			2.00x	6.2x
Max			2.77x	7.0x
Min			0.89x	3.5x

NOTE: Figures are subject to substantial error. No investment decision should be taken based on information in this table.

Source: Company Reports, Bloomberg Businessweek & Yahoo Finance

Coal/Coke Producers Valuation Comparison



Comparable Coal/Coke Producers Valuation Multiples

(\$ per millions, multiple)

Company	Market Capitalization (April 30)	Total Enterprise Value (TEV)	TEV/ Revenue	TEV/ EBITDA
Alpha Natural Resources (ANR)	180	4,262	1.06x	NMF
Arch Coal (ACI)	207	4,825	1.68x	14.9x
CONSOL Energy (CNX)	7,428	11,643	3.19x	12.3x
Peabody Energy Corp (BTU)	1,278	7,032	1.05x	10.2x
Sun Coke Energy (SXC)	1,251	1,862	1.29x	8.3x
Walter Energy (WLT)	36	3,373	2.40x	NMF
Average Multiple				
Mean			1.78x	11.4x
Median			1.48x	11.3x
Max			3.19x	14.9x
Min			1.05x	8.3x

NOTE: Figures are subject to substantial error. No investment decision should be taken based on information in this table.

Source: Company Reports, Bloomberg Businessweek & Yahoo Finance

Steel Customers Valuation Comparison



Comparable Steel Customers Valuation Multiples

(\$ per millions, multiple)

Company	Market Capitalization (April 30)	Total Enterprise Value (TEV)	TEV/ Revenue	TEV/ EBITDA
USA Automotive Producers				
Ford (F)	63,658	181,682	1.28x	14.8x
General Motors (GM)	56,349	111,696	0.72x	10.0x
USA Oil Drilling				
Halliburton (HAL)	41,608	47,155	1.45x	8.1x
Schlumberger (SLB)	120,722	128,064	2.69x	9.5x
OEMS				
ABB Ltd. (ABB)	50,392	55,864	1.44x	10.8x
Caterpillar (CAT)	52,554	92,643	1.70x	10.8x
Cummins (CMI)	25,067	25,310	1.30x	8.8x
Dresser-Rand (DRC)	6,335	7,294	2.59x	19.0x
Ingersoll Rand (IR)	17,678	22,776	1.74x	13.0x
Nordson (NDSN)	4,939	5,935	3.44x	13.6x
Average Multiple				
Mean			1.84x	11.8x
Median			1.57x	10.8x
Max			3.44x	19.0x
Min			0.72x	8.1x

NOTE: Figures are subject to substantial error. No investment decision should be taken based on information in this table.

Source: Company Reports, Bloomberg Businessweek & Yahoo Finance

Entire Universe – Sorted by Market Cap



Comparable Steel, Metals & Manufacturers Valuation Multiples

(\$ per millions, multiple, sorted by market cap)

Company	Market Capitalization (April 30)	Total Enterprise Value (TEV)	TEV/ Revenue	TEV/ EBITDA	LTM Revenue	LTM EBITDA
BHP Billiton (BHP.AX)	136,966	171,372	2.77x	5.8x	61,918	29,681
Schlumberger (SLB)	120,722	128,064	2.69x	9.5x	47,589	13,416
Rio Tinto (RIO.AX)	85,364	112,762	2.37x	7.0x	47,664	16,206
SABIC (Hadeed) (SABIC.AB)	85,163	92,698	1.79x	6.6x	51,864	14,145
Ford (F)	63,658	181,682	1.28x	14.8x	142,120	12,288
General Motors (GM)	56,349	111,696	0.72x	10.0x	154,216	11,205
Duke Energy (DUK)	54,842	93,940	3.93x	10.7x	23,925	8,765
Caterpillar (CAT)	52,554	92,643	1.70x	10.8x	54,645	8,556
ABB Ltd. (ABB)	50,392	55,864	1.44x	10.8x	38,914	5,193
Erdemir (EREGL.TI)	43,235	43,490	9.94x	43.7x	4,377	995
Halliburton (HAL)	41,608	47,155	1.45x	8.1x	32,572	5,791
Vale (VALE US)	39,147	68,567	2.00x	6.6x	34,276	10,402
Baosteel (600019.SS)	25,309	30,519	1.01x	20.5x	30,258	1,491
Cummins (CMI)	25,067	25,310	1.30x	8.8x	19,524	2,877
Nippon Steel & Sumitomo Metals (NSSMY)	24,717	47,817	1.01x	8.7x	47,548	5,476
Freeport-McMoRan (FCX)	24,201	47,959	2.33x	10.2x	20,606	4,680
ArcelorMittal (MT)	19,156	35,046	0.44x	5.0x	79,282	6,973
POSCO ADR (PKX)	18,314	39,693	0.68x	7.5x	58,449	5,291
Ingersoll Rand (IR)	17,678	22,776	1.74x	13.0x	13,056	1,757
Tenaris (TS)	17,378	17,960	1.74x	7.1x	10,339	2,514
Aloca (AA)	15,716	30,216	1.24x	7.6x	24,271	3,973
Nucor (NUE)	15,659	18,797	0.92x	9.4x	20,396	2,010
Goldcorp Inc. (GG)	15,382	18,850	4.90x	15.1x	3,846	1,249
Barrick Gold Corp (ABX)	15,168	25,813	2.62x	239.0x	9,852	108
ThyssenKrupp (TIEKF)	14,970	28,702	0.61x	11.4x	47,354	2,521
JFE Holdings (JFEF)	14,531	31,232	0.97x	9.7x	32,282	3,229
Newmont Mining (NEM)	13,061	17,558	2.34x	7.8x	7,500	2,237
China Steel (2002.TW)	12,949	21,993	1.83x	10.4x	12,033	2,107
Vulcan Materials Company (VMC)	11,295	13,159	4.39x	16.1x	2,994	818
First Quantum (FM.TO)	11,014	16,639	4.70x	11.8x	3,542	1,412
Wuhan Iron & Steel (600005.SS)	10,489	15,839	1.29x	14.3x	12,303	1,107
Chesapeake Energy (CHK)	10,488	17,892	0.85x	2.8x	20,951	6,392
Severstal (CHMF.ME)	9,098	10,503	1.18x	4.5x	8,903	2,317
Novolipetsk (NLMK.ME)	7,939	9,529	0.92x	4.0x	10,396	2,374
Scania Corp (SCG)	7,555	14,348	3.02x	8.8x	4,750	1,628
CONSOL Energy (CNX)	7,428	11,643	3.19x	12.3x	3,647	945
Kobe Steel (KBSIF)	7,214	16,833	1.07x	10.0x	15,735	1,680
Dresser-Rand (DRC)	6,335	7,294	2.59x	19.0x	2,812	384
Hyundai INI Steel (004020 KS)	6,042	15,397	1.04x	7.6x	14,861	2,022
Gerdau (GGB)	5,778	10,732	0.76x	6.3x	14,104	1,699
Fortescue (FMG.AX)	5,664	13,164	1.23x	3.5x	10,738	3,767

Entire Universe – Sorted by Market Cap –

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Comparable Steel, Metals & Manufacturers Valuation Multiples

(\$ per millions, multiple, sorted by market cap)

Company	Market	Total	TEV/ Revenue	TEV/ EBITDA	LTM Revenue	LTM EBITDA
	Capitalization (April 30)	Enterprise Value (TEV)				
TATA (TATASTEEL.NS)	5,396	8,782	0.45x	3.4x	19,574	2,560
Steel Dynamics (STLD)	5,345	7,838	0.87x	8.9x	8,973	878
Nordson (NDSN)	4,939	5,935	3.44x	13.6x	1,724	438
Reliance Steel (RS)	4,838	7,209	0.69x	8.5x	10,513	850
SSAB Svenskt (SSAAF)	4,792	8,140	1.28x	14.3x	6,381	570
Ternium (TX)	4,162	5,853	0.67x	4.3x	8,703	1,367
Evrz (EVRZF)	3,913	9,422	0.72x	7.4x	13,061	1,272
Acerinox (ACX.MC)	3,832	4,543	0.90x	8.8x	5,046	519
CSN (SID)	3,732	11,033	2.23x	7.1x	4,945	1,546
Allegheny Technologies (ATI)	3,712	6,138	1.41x	18.7x	4,362	328
US Steel (X)	3,501	6,770	0.41x	7.9x	16,331	862
Bengang Steel Plates (000761.SZ)	3,461	5,597	1.02x	28.2x	5,473	199
Magnitogorsk (MAGN.ME)	3,272	5,542	0.70x	3.6x	7,952	1,549
Aperam (APEMY)	2,962	3,498	0.64x	6.4x	5,482	547
Usiminas (USIM3.SA)	2,916	4,530	1.21x	8.7x	3,739	519
Kennametal Inc. (KMT)	2,830	3,647	1.26x	8.9x	2,898	408
The Timken Company (TKR)	2,656	3,025	0.99x	8.5x	3,062	354
Hindalco Industries (Novelis) (HNDN.BO)	2,308	6,309	1.20x	11.8x	5,273	536
Carpenter Technologies (CRS)	2,275	3,244	1.43x	12.8x	2,273	253
Outokumpu (OUTA.F)	2,256	4,471	0.57x	16.1x	7,841	277
JSW Steel (JSWSTEEL.NS)	2,147	6,350	0.79x	3.9x	8,028	1,614
Jindal Steel & Power (JINDALSTEL-EQ.NS)	2,049	5,657	1.75x	6.3x	3,234	892
Commercial Metals (CMC)	1,937	2,950	0.44x	7.0x	6,779	423
Salzgitter (SZG.MU)	1,850	4,275	0.42x	11.7x	10,135	366
Worthington Industries (WOR)	1,794	2,451	0.71x	10.6x	3,429	231
Sims Metal Management (SMSMY)	1,720	1,689	0.31x	8.2x	5,464	207
Stillwater Mining Co. (SWC)	1,615	1,389	1.47x	8.4x	944	166
BlueScope Steel (BSL.AX)	1,590	2,041	0.31x	4.2x	6,605	482
VoestAlpine (VLP.NY)	1,464	5,849	0.47x	3.6x	12,443	1,616
Russel Metals (RUS.TO)	1,404	1,958	0.42x	6.2x	4,676	317
TimkenSteel Corporation (TMST)	1,322	1,592	0.95x	7.3x	1,674	217
Peabody Energy Corp (BTU)	1,278	7,032	1.05x	10.2x	6,703	691
Sun Coke Energy (SXC)	1,251	1,862	1.29x	8.3x	1,448	225
Angang (0347.HK)	1,136	3,801	0.31x	5.4x	12,301	700
Kloekner & Co. (KCO.DE)	963	1,852	0.25x	8.6x	7,267	214
Cliffs Natural Resource (CLF)	910	3,685	0.89x	NMF	4,130	(1,034)
AK Steel (AKS)	905	4,601	0.67x	11.0x	6,873	417
SAIL (SAIL.BO)	902	4,294	0.55x	5.3x	7,869	808
EZZ Steel (ESRS.CA)	849	2,462	0.92x	13.6x	2,675	181
Maanshan Iron (0323.HK)	842	3,684	0.40x	6.5x	9,213	571
Mechel (MTL)	583	7,436	1.16x	10.7x	6,413	697
Gibraltar (ROCK)	515	618	0.72x	9.8x	862	63
Dongkuk Steel (001230.KS)	501	6,769	1.12x	NMF	6,022	42
Schnitzer (SCHN) - scrap(1)	471	777	0.33x	NMF	2,324	(113)

Entire Universe – Sorted by Market Cap – Page 3



Comparable Steel, Metals & Manufacturers Valuation Multiples

(\$ per millions, multiple, sorted by market cap)

Company	Market	Total			LTM	LTM
	Capitalization (April 30)	Enterprise Value (TEV)	TEV/ Revenue	TEV/ EBITDA	Revenue	EBITDA
Arch Coal (ACI)	207	4,825	1.68x	14.9x	2,878	323
Alpha Natural Resources (ANR)	180	4,262	1.06x	NMF	4,017	(219)
Ryerson (RYI)	179	1,593	0.44x	12.1x	3,622	132
Olympic Steel (ZEUS)	122	367	0.26x	10.4x	1,436	35
AM Castle (CAS)	93	412	0.43x	NMF	949	(15)
Walter Energy (WLT)	36	3,373	2.40x	NMF	1,407	(44)

Average Multiple

Mean	1.43x	12.6x
Median	1.05x	8.8x
Max	9.94x	239.0x
Min	0.25x	2.8x

Source: CapIQ, Company Press Releases & Jefferies Research