



FACTS &
FIGURES
2018

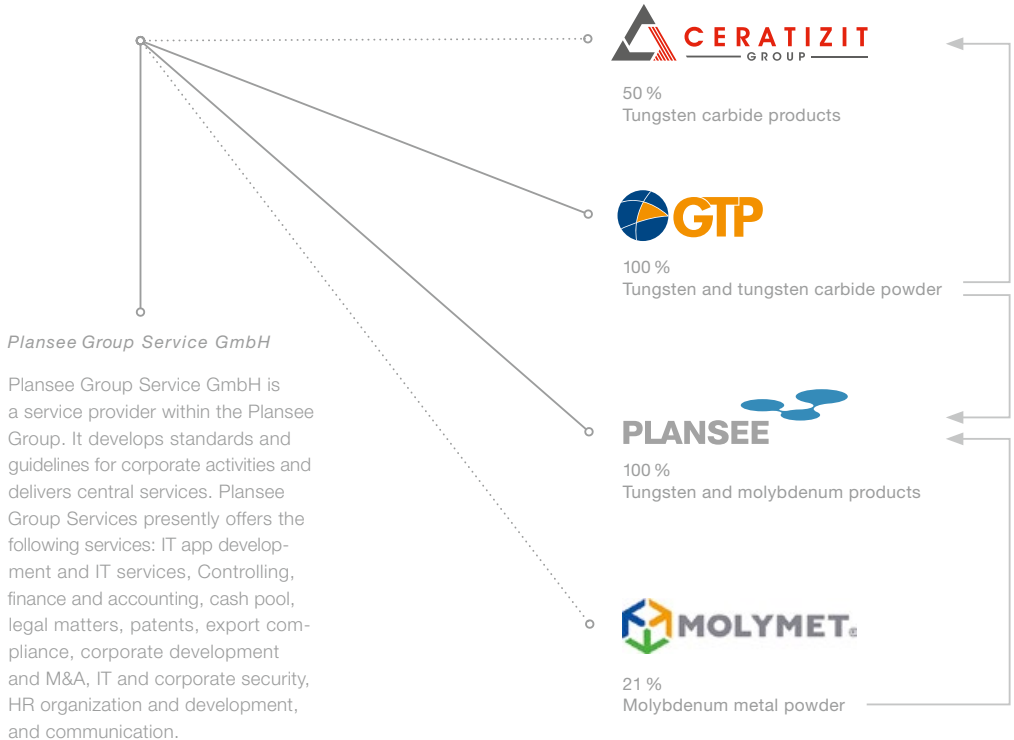
GROUP ADDRESSES

PLANSEE

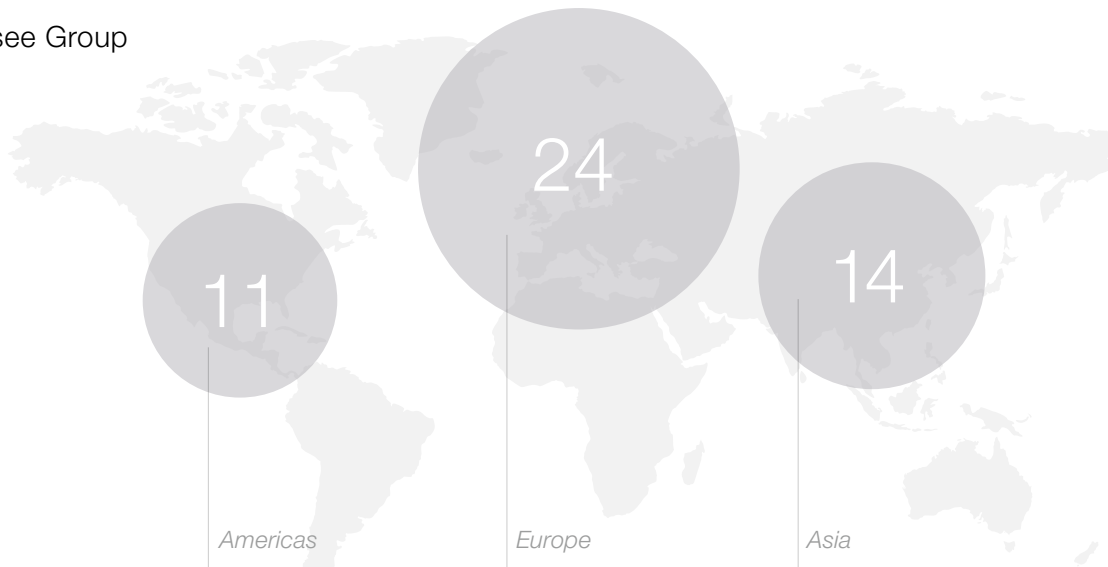
The Plansee Group

PLANSEE

The Plansee Group



The Plansee Group



Worldwide

Americas

Europe

Asia


 **Production sites**
Sales representations in 50 countries

49 Production sites

11 Production sites

24 Production sites

14 Production sites

 **Employees**
all employee figures as of 28 February 2018,
including temporary staff

7,611 14,145

955 2,504

4,975 8,086

1,682 3,555

 **Sales**
in billion euros


1,3 2,4

24%

52%

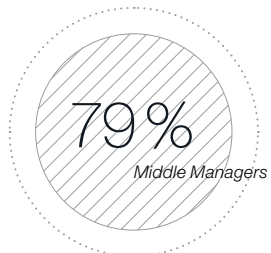
24%

 Consolidated figures of the Plansee Group

 All associated companies, where the Plansee Group holds more than 20 percent of the shares

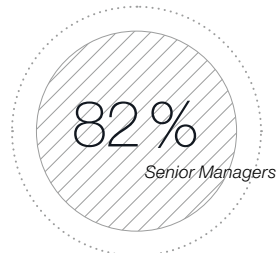
The Plansee Group

Work accidents
per year per 100 employees*



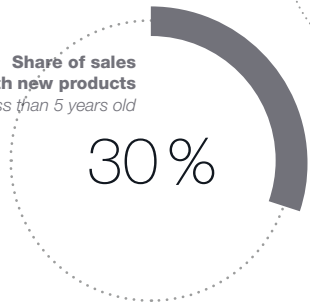
**Internal recruitment
of management positions**

Middle Managers



Senior Managers

**Share of sales
with new products**
less than 5 years old



**Share of recycled tungsten
used in the Plansee Group**

>60%

Investments

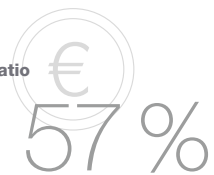


300 million euros

66 million euros

... thereof Research & Development

Equity ratio



*A work accident is defined as follows: lost worktime at least one day, not counting day of incident

Our mission

We develop, produce and market products that are based on the high-technology materials molybdenum and tungsten.

Since 95 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 – from powder production through powder metallurgical processes to the customer-specific processing and recycling of our materials.

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 targets

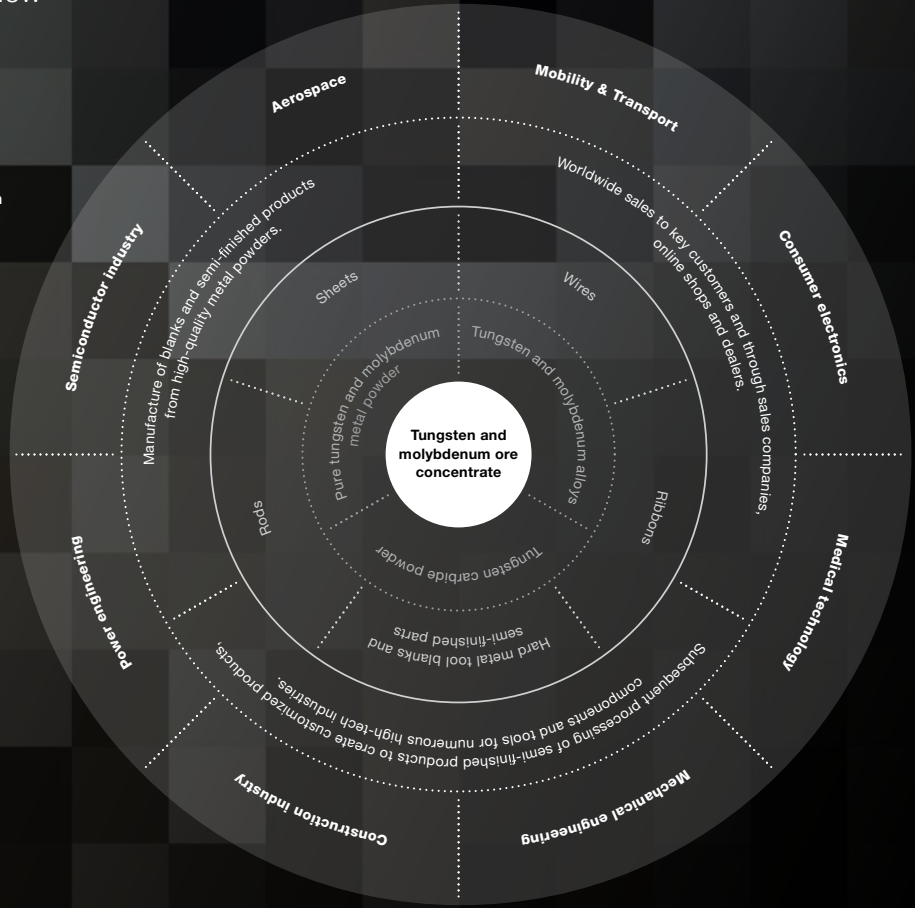
The Plansee Group aims to be the world's leading and preferred supplier of the high-technology materials molybdenum and tungsten along the whole value chain.

The following Group objectives are valid for all divisions:

- Our business activities have market-leading positions worldwide.
- Our companies outperform the market. They are clearly positioned, profitable over the long-term, and achieve ambitious financial targets.
- The Group is an employer of choice throughout the world.

Our markets | Overview

All Plansee Group divisions achieve excellence along the whole value chain of molybdenum and tungsten production, and have proven expertise in materials, technologies and applications.



Our markets | Selected products

Mobility & Transportation

- Spray wire for friction-reducing coatings for gears and other moving parts
- Components for H4 and xenon lamps
- Tungsten fine wire for automotive lamps and heating front and rear windshields
- Counterweights for crankshafts
- Tools for machining engine blocks, crankshafts, aluminum wheels and brake discs
- Tungsten and molybdenum based Thermal Spray Powders for corrosion- and wear-resistant coatings

Consumer electronics

- Plant components for producing LEDs and semiconductors
- Components for the production of sapphire glass (camera lenses, glass cover, carrier plates for LEDs)
- Base plates for semiconductors
- Coating materials for displays

Medical technology

- Hard metal components for dental instruments and the whole medical industry
- Components which generate, direct and shield radiation for use in X-ray machines and oncological irradiation devices

Mechanical engineering

- Heater elements for high-temperature and vacuum furnaces
- Temperature-resistant components for coating plants
- Coating materials for tools
- Nozzles for plastic injection molding
- Electrodes, tank cladding and stirrers for glass manufacture
- Shearing blades, cutting wheels and lens tools for the glass industry
- Tools for shaping and processing
- High-performance tools made from hard metals using cutting inserts
- Tools for diamond production

Construction industry

- Tools for wood and stone working
- Drilling and milling tools for tunnel boring
- Milling tools for road building
- Hard metal compacts for the agriculture industry (ploughs and blades)
- Forming tools for producing nails, rivets and screws

Power engineering

- Powder blends for manufacturing drills in oil and gas exploration
- Coating materials for solar cells
- Electrical contacts for medium and high voltage
- Electrically and thermally conductive components for solid oxide fuel cells
- Thread cutters for machining drill rods and borehole tubing
- Carbide contacts for drill heads
- Tools for producing gas turbines
- Tools for machining pipelines

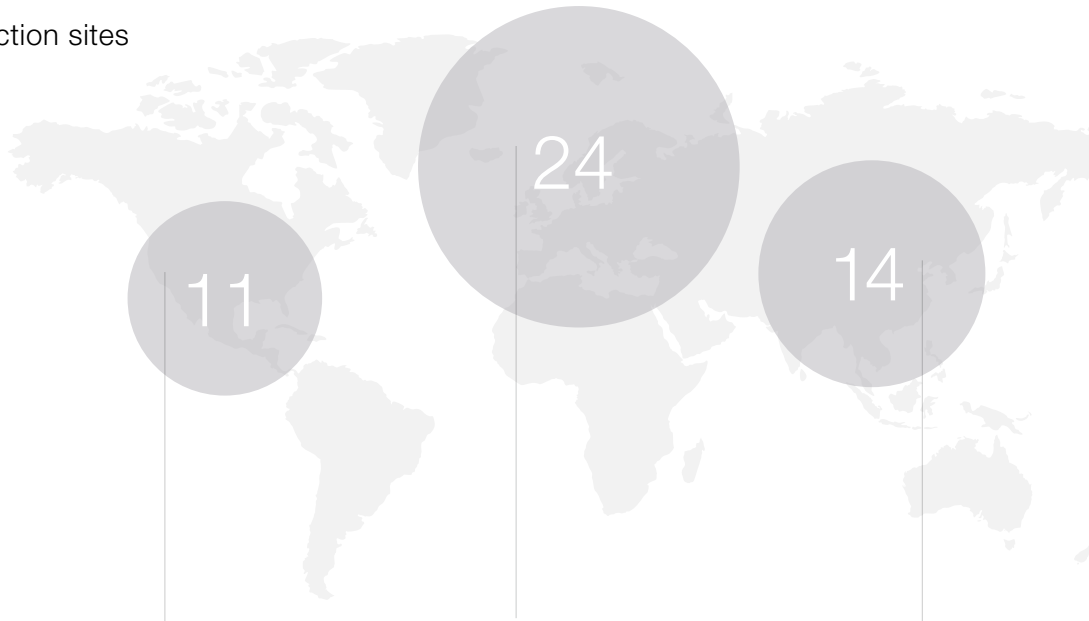
Semiconductor industry

- Components and spare parts for ion implantation
- Heat sinks and heat spreaders for semiconductors
- Tiny drills for the processing of PCBs Components for manufacturing semiconductor layers (MOCVD)
- Wires for tantalum capacitors
- Baseplates for power electronics

Aerospace industry

- Gold-plated wires for satellite technology
- Cutting tools for machining integral components
- High-performance tools for processing titanium and superalloys
- Tools for machining airplane turbines
- Billets for die tools to forge turbines

49 production sites



Sales offices in 50 countries

Americas

Cumpas
Franklin
Mejillones
Querétaro
Rancho Dominguez
Sacramento
Santiago de Chile
Schaumburg
Towanda
Vista
Warren

Europe

Alserio
Balzheim
Besigheim
Bitterfeld
Bruntál
Creutzwald
Empfingen
Gabrovo
Ghent
Hitzacker
Idar-Oberstein
Jyväskylä

Kedzierzyn-Kozle
Kempten (logistics)
Landsberg (Lech)
Lechbruck
Liezen
Livange
Mamer
Niederkorn
Puchheim
Reutte
Seon
St. Pierre en Faucigny
Stuttgart

Asia

Bangalore
Esashi
Mysore
Sakura
Seoul
Shanghai | 2x
Taicang
Tamsui
Tianjin
Uluberia
Wugu
Xiamen
Zhangzhou

Company Locations



Tungsten and molybdenum products

The Plansee division manufactures refractory metals and composites from metal powders. The metal powder is compacted, sintered and processed in various additional forming steps to produce highly resistant materials and products.

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Plansee High Performance
Materials is represented in the
following countries:
Argentina, Australia, Belgium,
South Africa

More information at
www.plansee.com

Tungsten and tungsten carbide powder

The Global Tungsten & Powders
(GTP) division is a processor
of tungsten ore concentrates and
secondary raw material (SRM).
Ore concentrates and SRM
are first converted to ammonium
paratungstate (APT) and then
processed further into tungsten
metal, tungsten carbide and
ready-to-press powders.

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Tungsten carbide products

The Ceratizit joint-venture develops and manufactures highly specialized carbide cutting tools, inserts and rods made of hard materials as well as wear parts.

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