



FACTS &  
FIGURES  
2020

**PLANSEE**

*The Plansee Group*



# FACTS & FIGURES 2020

GROUP OVERVIEW

KEY FIGURES

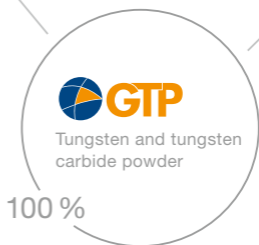
MISSION

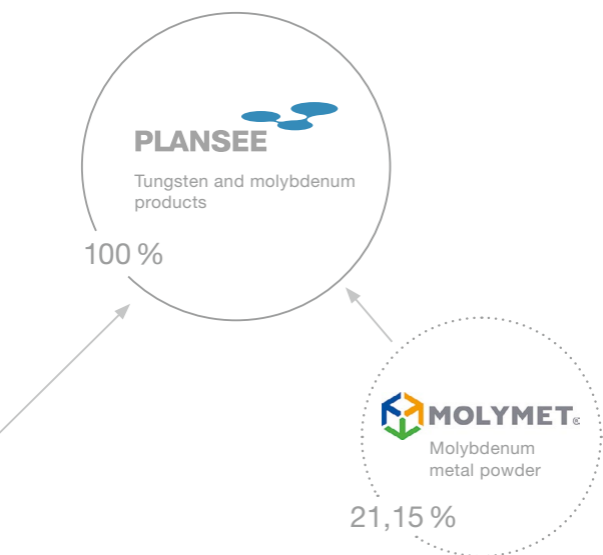
MARKETS

ADDRESSES

# PLANSEE

*The Plansee Group*





### *The Plansee Group*

The Plansee Group specializes in molybdenum and tungsten. These materials are processed along the entire value-added chain – from the ore concentrate to customized tools and components. The product portfolio includes more than 75,000 different products and tools.

# The Plansee Group



## Worldwide

### **Production sites**

*Sales representations in 50 countries*

50 Production sites

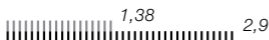
### **Employees**

*all employee figures as of 29 February 2020,  
including temporary staff*



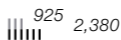
### **Sales**

*in billion euros*




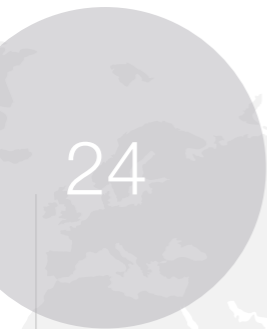
## Americas

11 Production sites



 Consolidated figures of the Plansee Group

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

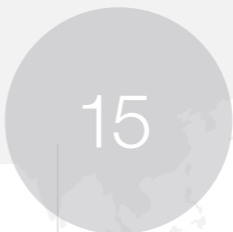


*Europe*

*24 Production sites*



53 %



*Asia*

*15 Production sites*



21 %



# The Plansee Group

Equity ratio

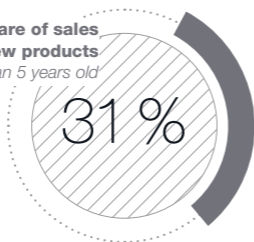
61 %



Share of sales  
with new products

*less than 5 years old*

31 %



Investments

206 million euros

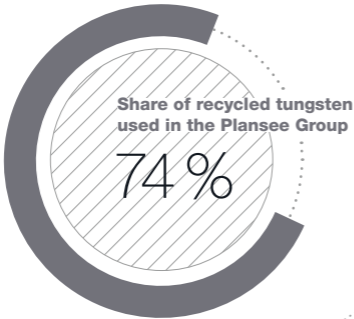
*Research & Development*

*68 million euros*

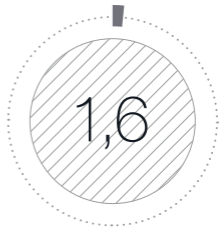




**Internal recruitment  
of management positions**



**Work accidents**  
per year per 100 employees\*



\*A work accident is defined as follows: lost worktime at least one day, not counting day of incident; without commuting accidents.

# 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.**

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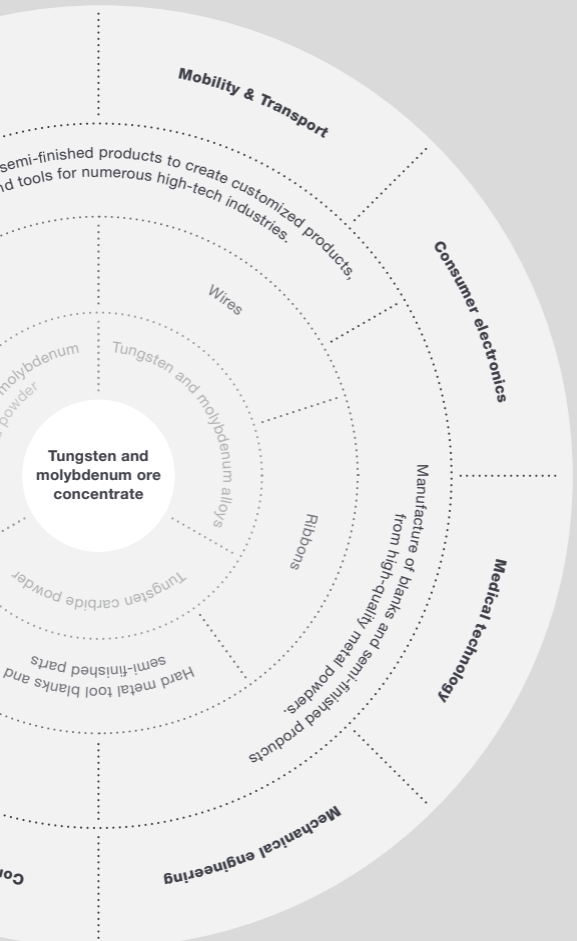
**The following Group objectives are valid for all divisions:**

- 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.





## 50 production sites



11

### *Americas*

Cumpas  
Franklin  
Mejillones  
Querétaro  
Rancho Cordova  
Rancho Dominguez  
Santiago de Chile/  
San Bernardo  
Schaumburg  
Towanda  
Vista  
Warren



24

*Europe*

Alserio  
Balzheim  
Besigheim  
Bitterfeld  
Bruntál  
Creutzwald  
Empfingen  
Gabrovo  
Garbsen  
Gent  
Hitzacker  
Jyväskylä  
Kedzierzyn-Kozle

15

*Asia*

Bangalore  
Esashi  
Mysore  
Pune  
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.  
[www.plansee.com](http://www.plansee.com)

### *Headquarters and production*

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### *Manufacturing plants and sales*

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#### **France**

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

You will find more information at  
**[www.plansee.com](http://www.plansee.com)**

# Company Locations



## **Tungsten and tungsten carbide powder**

The Global Tungsten & Powders (GTP) division is a processor of tungsten ore concentrates and secondary raw material.

The product range covers ammonium paratungstate (APT), tungsten oxides, tungsten metal powders, tungsten carbide powders, as well as tungsten parts and interconnect plates for solid oxide fuel cells.

### *Headquarters*

#### **USA**

Global Tungsten & Powders Corp.  
1 Hawes Street  
Towanda, PA 18848  
T +1 570 268 5000  
F +1 570 268 5113  
info@globaltungsten.com  
www.globaltungsten.com

### *Production / logistics / sales*

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#### **USA**

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www.globaltungsten.com

### *Sales per region / segment*

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**Southwest Region**  
**USA & Powders for Energy**  
**Exploration**

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**Northeast Region**  
**USA & Defense**

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# Company Locations



## **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.

### *Headquarters*

#### **Luxembourg**

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Cornelia Hechenleitner-  
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Dr. Hariolf Kottmann

Dr. Andreas Ludwig

Arabella Schwarzkopf

Dr. Maria-Christina

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### **Executive Board**

Mag. Karlheinz Wex

*Spokesman*

Dr. Wolfgang Köck

## **Plansee SE**

### **Board of Directors**

Dr. Wolfgang Köck

*Chairman*

Mag. Karlheinz Wex

Dr. Michael Schwarzkopf

Christoph Scheiber

Roland Weirather

*Designated from the Works Council*

### **Executive Directors**

Mag. Andreas Feichtinger

Mag. Ulrich Lausecker

## **Global Tungsten & Powders Beteiligungs GmbH**

### **Supervisory Board**

Mag. Karlheinz Wex

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### **Managing Director**

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*Chairman*

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