

A JOURNEY INTO KLW



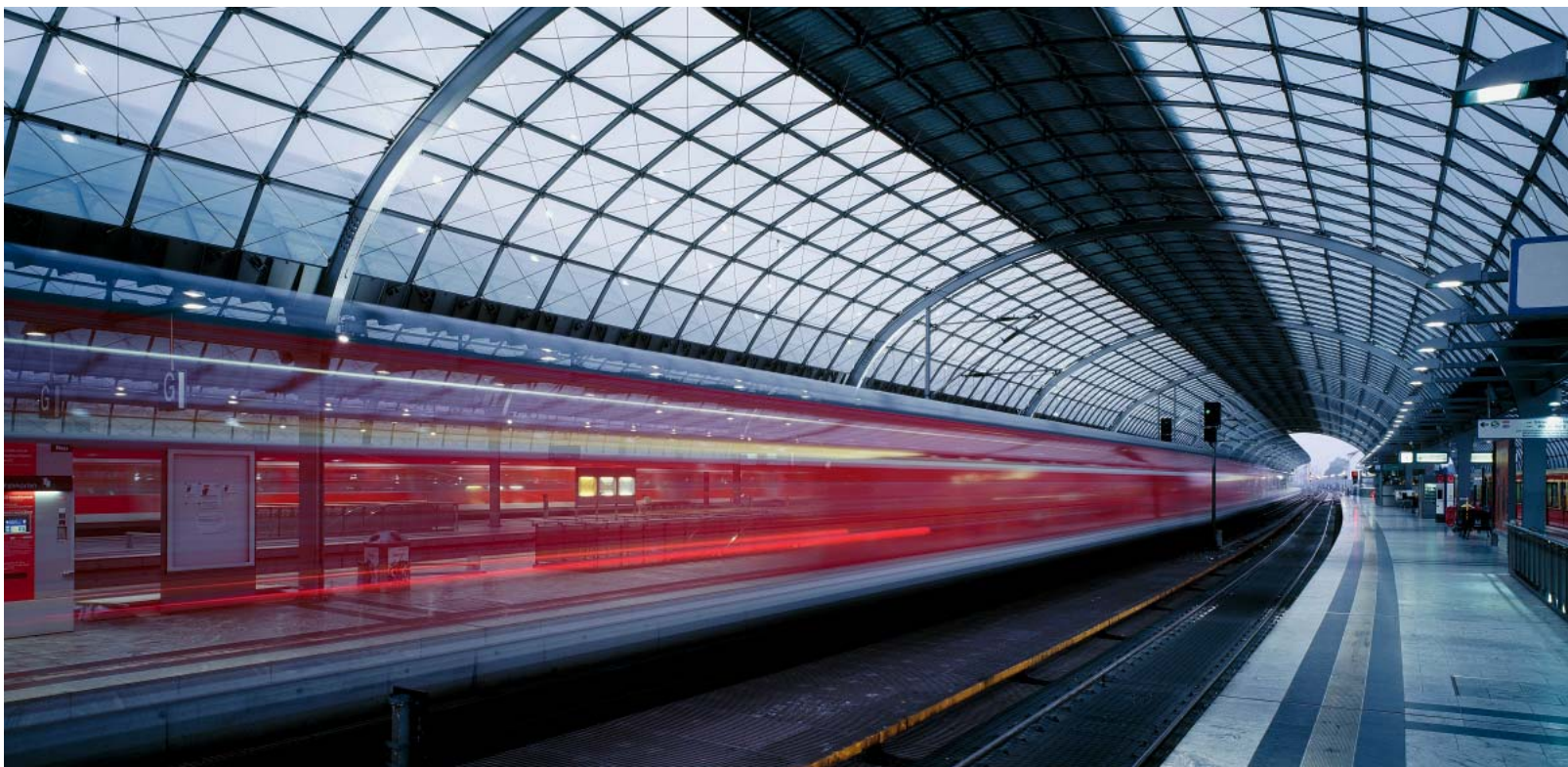




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01 SETTING THE WORLD IN MOTION



WELCOME TO KLW

Let us take you on a fascinating journey – the KLW journey. As we travel together, we will show you the landmarks in the development of our wheels business as well as a vision of KLW's future. We will tell you more about our incredible heritage and the development of our modern world class manufacturing facilities. We will demonstrate the commitment to quality and the dedication to our customers for which the KLW brand is so well known. We will describe a breadth and depth of product range that leads the industry. Above all, we will show how we reached our position as the largest exporter of railway wheels in the world and one of the best known names in the industry.

KLW is the wheels brand of the global steel company Interpipe, which has more than seventy years of experience in manu-

facturing railway wheels at the company's renowned Interpipe NTRP mill in Dnepropetrovsk, Ukraine. These wheels are supplied to customers through our sales companies that are located in Switzerland and Ukraine. We have a huge portfolio of over 240 products that are used in more than 60 countries around the world.

Our wheels are used by some of the best known global railway operators – in Europe, North America, Asia and the CIS. With certification from all the leading companies, our comprehensive quality management system also complies with the most stringent global standards.

High level of investments and R&D continue to bring significant benefits to the design, development and production of our wheels. This allows us to achieve the best results for our customers in terms of all key

mechanical and operational properties of our products as well as life cycle costs. Welcome to the KLW journey.

02 LOOKING THROUGH THE WINDOW OF HISTORY



KLW's credentials as a major player in the market have never been in doubt. As far back as 1970, the ten millionth railway wheel rolled out of the KLW wheelshop

ORIGIN OF A GLOBAL PRODUCER

The starting point of the KLW journey was over seventy years ago in the Soviet Union. With burgeoning economic and industrial growth, there was a significant increase in demand for wheels to support the railway and transport infrastructure of the Soviet Union's huge geography. A small group of employees at the Karl Liebknecht steel pipe-producing mill in Dnepropetrovsk, Ukraine (now Interpipe NTRP) was therefore given the task of visiting a number of railway producers in the United States and Great Britain to research the best working practices.

The trip was successful and on their return to Ukraine, these pioneering employees constructed the first steel wheel production shop at Dnepropetrovsk plant. The first wheel rolled off the production line in 1935, starting one of the most absorbing stories of modern industrial times.

The production line proved to be successful and expanded rapidly as the only plant producing steel wheels in the USSR until the 1950s. In a relatively short time, large-scale production of railway wheels started and successfully continued for a number of years. In 1941, during the Second World War, production was interrupted for the first and only time when much of the production line was transported to the Urals.

After the end of the war, production at Interpipe NTRP in Dnepropetrovsk resumed with the first post-war wheel being produced in October 1947. It would take several years until output reached pre-war levels as the factory returned to full capacity.

The KLW journey moved on quickly throughout the 1950s and 1960s, with production continuing apace for both increasing speeds and axle loads. In March 1970, a major milestone in our Company's





history was celebrated when Interpipe NTRP wheel shop produced its ten millionth railway wheel just 35 years after the first one had rolled off the production line. This achievement confirmed Interpipe NTRP wheel shop as one of the largest wheel producers in the world. With the distinctive KLV stamp insignia on all of its exported wheels – a feature now on all its wheels – the brand became well known across the globe. Two years later another large step in KLV's brand evolution took place when a production line for new railway wheels was launched. Due to increasingly complex customer requirements, this major investment programme, which aimed to improve production facilities, was a unique development at that time and created a plant with state-of-the-art facilities.

In 1979, wheels under the KLV brand started to be supplied across Eastern Europe

and in 1984, just before the winds of political change blew across the region, the last wheel was produced in the post-war railway wheel shop as a major modernisation programme was introduced. Production now shifted to a new purpose-built railway wheel and tyres shop, which started to produce railway tyres in late 1987.

MODERNISATION AND INVESTMENT

Our journey takes a new and exciting turn with the birth of an independent Ukraine in 1991. Heavy private investment in production allowed the further modernisation of production facilities. New technological advances, which improved the quality of metal, resulted in a marked increase in demand, especially in overseas markets. 1991 was also the year when the KLV brand entered the Indian market, with China being added in 1996.

New international demand was to change our wheel business in many ways and the journey towards becoming a major global force in the wheel market took a giant leap forward in 1999 with the foundation of the K LW global export operation in Europe. This important stage was a confirmation of the growing success of the K LW brand in the international arena. The Swiss sales company K LW Wheelco, as a part of Interpipe, assumed responsibility for railway wheels sales in Western Europe, the USA and Canada, as well as the rest of the world. At the same time, another sales company, Interpipe Ukraine, continued to manage significant sales of K LW wheels in Ukraine, Russia and the other CIS countries.

As our journey approaches the present day, the growth in importance of Interpipe's wheel division in the global market has continued, cementing the Company's position

as the largest exporter of railway wheels in the world, a position the Company still holds to this day.

Between 2002 – 2008, Interpipe implemented a full programme of significant investments to increase production capacities at Interpipe NTRP mill, building new finishing and testing lines as well as mechanical hardening (ultrasonic, magnetic hardness testing, geometry control and mechanical operation).

Today, the K LW journey is still going strong and the future looks bright. Over the past few years our ambition was highlighted when we commenced a major investment plan. A major part of the strategic programme is a turn-key installation of a 1,32 million ton Electric arc meltshop in Dnepropetrovsk, which will provide the Company with high quality billets, as well as the construction of a new finishing line for

exporting railway wheels at Interpipe NTRP mill.

The K LW journey has continued and the Company has thrived across more than seven decades of production and a range of political, geographical and financial events of historical importance. From the pioneers who built the first production line to the state-of-the-art production facilities currently under construction, the K LW stamp on a railway wheel has always provided our customers with the assurance of high quality products from a committed and successful Company.

03 THE VISION OF KLW



THE VISION OF KLW

The new look for KLW represents a key element in Interpipe's overall strategic development. In 2007, KLW was designated as the strong, single brand of Interpipe's wheel division consolidating sales to all of our strategic markets and cementing our position as a truly global producer.



KLW

An Interpipe Brand

KLW is the single brand of our wheels business. Our new brand is a key step in our evolution



A BUSINESS FOCUSED ON CUSTOMER NEEDS

Our vision of K LW's strength.

We aspire to become the preferred partner for our customers and the clear global leader.

We aim to achieve this goal by integrating ourselves within the manufacturing processes of our clients, adding real value to their products and providing first-rate customer service.

Understanding the aspirations of our customers lays at the heart of our Company's vision. Interpipe's wheel division is unique in its capacity to execute large orders quickly and at high quality. Importantly, we actively seek and develop long-term strategic partnerships with our clients, who benefit from our consistent and transparent approach.

Our strategic partnerships with the world's largest railway companies give us the opportunity to foresee major market trends

and to stay ahead of competitors.

The synergy of high-tech manufacturing, investment operations and a team of top professionals enables the Company to meet global standards as well as the needs of individual customers.

**We base our vision of
being a truly global railway
wheel brand by under-
standing the aspirations of
our clients**

04 A GLOBAL PLAYER AND INDUSTRY EXPERT





With key markets on four continents, KLV is the first solution-orientated railway wheel brand in the world

GLOBAL PLAYER AND INDUSTRY EXPERT

As industry standards have become higher, the KLV brand has responded by advancing its products and processes through engineering and new design development as well as increasing the durability and functional accuracy of the product range. All of these factors enable our team to make changes in product development in the shortest possible time.

As befitting a truly global producer of wheels, Interpipe now develops, manufactures and supplies about 240 types of railway wheels under the KLV brand for freight and passenger cars, locomotives and mass transportation cars. We also produce approximately 80 types of railway tyres for locomotives, freight and passenger cars. In 2008, we produced 511,843 wheels.

Our record for innovation continues with new wheel designs developed by our engi-





neers including our new S-shaped wheels that provide five times more rigidity than normal designs, withstanding loads of 25 – 30 tons.

Our global network is strong with clients in 60 countries on five continents. The years of manufacturing and supply experience enable us to compete successfully in every major railway operation. As our Company has evolved we have gained over forty years of experience in partnership with railway operators in countries as far afield as India and Australia as well as in traditionally large markets like Germany and the CIS.

Due to our network and experience, the Company is increasingly recognized as the first global solution-orientated supplier of railway wheels.

INVESTING IN OUR PEOPLE

We could never aspire to become a truly global player and the preferred partner in the wheel market without our most valuable asset – our employees.

Just as we invest heavily in our facilities, we also invest in our people. We provide first-class training to all our employees, enabling them to meet the high standards that Interpipe company requires. Our highly-motivated employees work to achieve Company targets and goals and we encourage innovative thinkers to take new and different approaches in solving tasks.

Above all, we encourage the highly-skilled individuals who work for the KLW brand to work as a team and support leadership skills in all our employees. We actively strive to improve the professional capabilities of every employee, regardless of level.

05 BUILDING CUSTOMER PARTNERSHIPS



We view our customers as partners. Strong partnerships are based on identifying and understanding the needs of the businesses we work with on an individual basis

BUILDING CUSTOMER PARTNERSHIPS

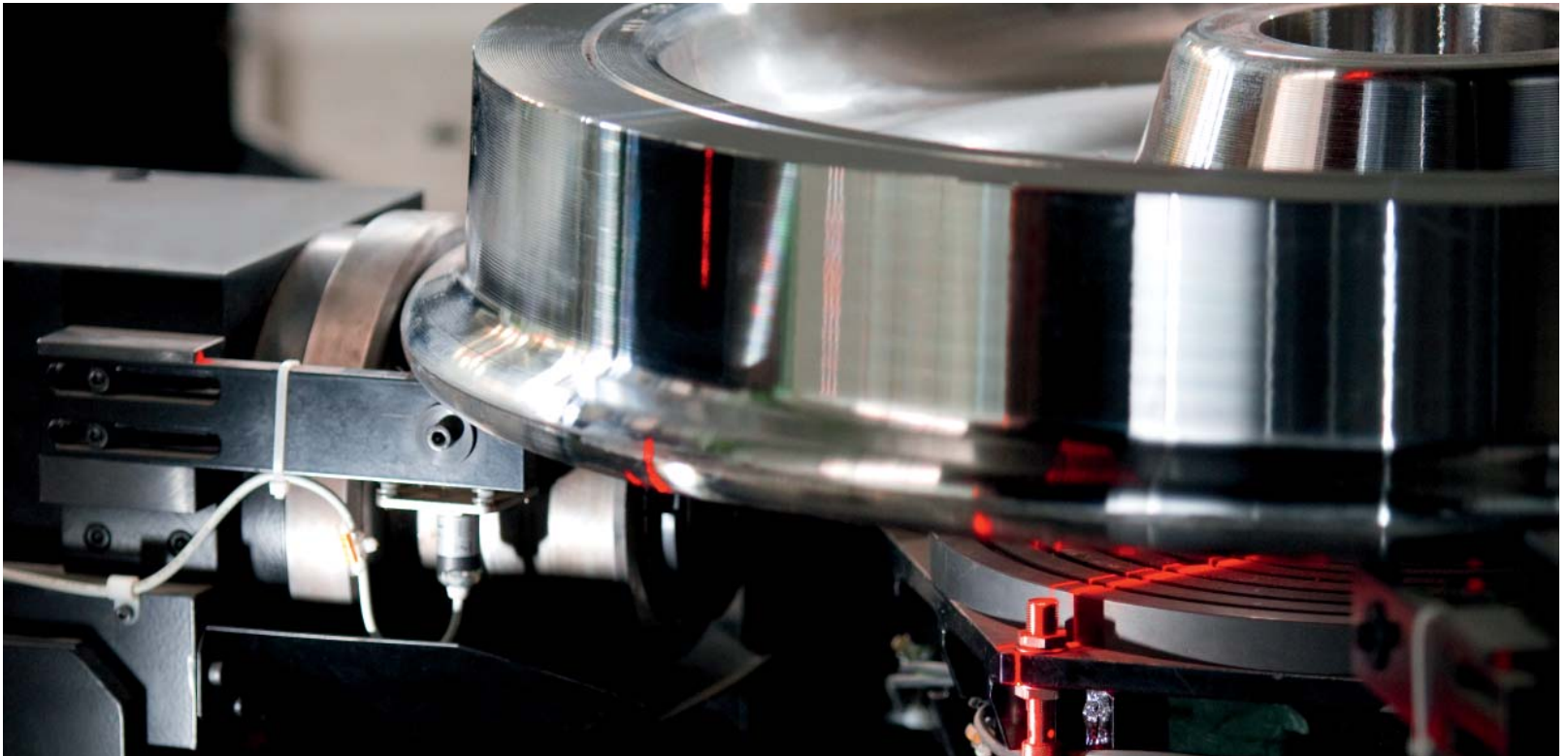
We always strive to put our customers and their businesses at the centre of our plans. For us, building customer partnership is the key to our business success and competitive strength. We are proud for our excellent reputation of high quality customer service and interaction.

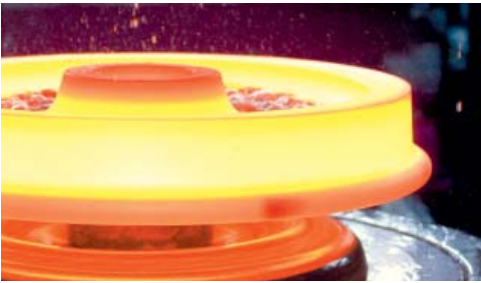
We offer all our clients long-term planning, which is combined with competitive terms of delivery. We communicate personally with all our customers and try to integrate ourselves within their businesses to understand their needs.

Above all, our goal remains constant: we seek to be a reliable first-choice supplier of railway wheels, able to respond to our customers' specific requirements at short notice.



06 THE IMPORTANCE OF QUALITY





THE IMPORTANCE OF QUALITY

Our commitment to quality has been a constant feature of our development across seven decades and is a key feature in our success as a global producer.

We are committed to provide the highest quality of railway wheels according to the specifications and requirements of the customer, corresponding to international standards. Our products are guaranteed by the quality control and management system



certified by TÜV (Germany) corresponding to the norms of DIN EN ISO 9001.

Quality control is enforced at all stages of product manufacturing – from steel melting to the acceptance test of wheels and tyres. Our focus on reliability includes a wide range of measures including reducing residual stress and increasing durability as well as using mechanical, chemical and metallographic control measures in the Interpipe NTRP Central Laboratory.

Quality is always at the centre of our operations. By integrating ourselves in our customers' businesses we make the difference



07 THE KLW PRODUCT RANGE



THE KLV PRODUCT RANGE

Our product portfolio has developed rapidly over the years as our business has expanded globally. Now Interpipe produces an extremely wide range of railway wheels and products to the highest international requirements, including tyres.

OUR PRODUCT RANGE INCLUDES:

WHEELS

Outside diameter: 700 – 1269 mm
Width of rim: 95 – 160 mm
Height of hub: 90 – 300 mm
Diameter of hole in hub: 60 – 200 mm
Mass: 165 – 1050 kg

TYRES

Outside diameter: 690 – 1300 mm
Inside diameter: 550 – 1100 mm
Width of rim: 80 – 150 mm
Height of forepart: 15 – 50 mm
Mass: 100 – 600 kg

Tyres and wheels are manufactured according to the specifications and requirements of the customer as per the norms of international standards.



JOIN US ON THE KLW JOURNEY

If you would like to know more about our products or the way we do business, please contact us:

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