## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

### FORM 8-K

#### **Current Report**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported) June 28, 2011

## **Cliffs Natural Resources Inc.**

(Exact name of registrant as specified in its charter)

Ohio (State or Other Jurisdiction of Incorporation) 1-8944 (Commission File Number) 34-1464672 (IRS Employer Identification Number)

200 Public Square, Suite 3300, Cleveland, Ohio (Address of Principal Executive Offices)

44114-2315 (Zip Code)

(216) 694-5700 (Former name or former address, if changed since last report)

Registrant's telephone number, including area code:

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 7.01 Regulation FD Disclosure.

On June 28, 2011, Cliff Natural Resources Inc. will hold its 2011 Analyst and Investor Day. The presentation to be used in connection with the 2011 Analyst and Investor Day is included as Exhibit 99.1 to this Current Report on Form 8-K and is incorporated herein by reference. The information in this Current Report on Form 8-K shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act") or incorporated by reference in any filing under the Securities Act of 1933, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

#### Item 9.01 Financial Statements and Exhibits.

#### (d) Exhibits.

 Exhibit
 Description

 99.1
 2011 Analyst and Investor Day Presentation

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: June 28, 2011

Cliffs Natural Resources Inc.

By: /s/ P. Kelly Tompkins

Name: P. Kelly Tompkins

Title: Executive Vice President – Legal, Government Affairs and Sustainability & Chief Legal Officer

Exhibit Number	Description
99.1	2011 Analyst and Investor Day Presentation

CLIFFS NATURAL RESOURCES INC.

CLF ROCKS NYC

TUESDAY • JUNE 28 • 2011

THE NEW YORK STOCK EXCHANGE

## PROGRAM AGENDA

RNING	10:00 a.m.	WELCOME	Steve Baisden Vice President, Investor Relations and Communications	NOO	12:15 p.m.	LUNCH BREAK	
MORN	10:05 a.m.	Cliffs' Overall Strategy	Chairman, President and Chief Executive Officer	RN	1:25 p.m.	Global Exploration	Clifford Smith Senior Vice President – Global Business Development
	10:35 a.m.	Global Marketing	Donald Gallagher Executive Vice President, President – Global Commercial	AFTE	1:45 p.m.	Sustainability	P. Kelly Tompkins Executive Vice President – Legal, Government Affairs and Sustainability & Chief Legal Officer
			Terrence Mee Senior Vice President – Global Iron Ore & Metallic Sales William Hart Vice President – Global Marketing		2:00 p.m.	Capital Structure & Asset Allocation	Laurie Brlas Executive Vice President – Finance and Administration & Chief Financial Officer
	11:10 a.m.	Eastern Canada Integration & Expansion	David Blake Senior Vice President, North American Iron Ore – Operations		2:15 p.m.	Summary	Joseph Carrabba Chairman, President and Chief Executive Officer
	11:25 a.m.	Asia Pacific Iron Ore & North American Coal	Duncan Price Executive Vice President, President – Global Operations		2:20 p.m.	Q&A	Cliffs Executive Leadership Team
	11:50 a.m.	Ferroalloys	William Boor Senior Vice President – Global Ferroalloys		3:00 p.m.	PROGRAM CLOSE	

PLEASE SUBMIT YOUR ELECTRONIC QUESTIONS TO:

2

# NYSE@CliffsNR.com



#### "Safe Harbor" Statement under the Private Securities Litigation Reform Act of 1995

This presentation and accompanying oral remarks contain statements that constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements may be identified by the use of predictive, future-tense or forward-looking terminology, such as "believes," "anticipates," "expects," "estimates," "intends," "may," "will" or similar terms. These statements speak only as of the date of this presentation and we undertake no ongoing obligation, other than that imposed by law, to update these statements appear in a number of places in this presentation and eve undertake no ongoing obligation, other than that imposed by law, to update these statements or prospects; estimates of our economic iron ore and coal reserves; our business and growth strategies; and our financing plans and forecasts. You are cautioned that any such forward-looking statements are not guarantees of future performance and involve significant risks and uncertainties, and that actual results may differ materially from those contained in or implied by the forward-looking statements as a result of various factors, some of which are unknown, including, without limitation:

- · the ability to successfully integrate acquired companies into our operations, including without limitation, Consolidated Thompson Iron Mines Limited;
- · uncertainty or weaknesses in global and/or market economic conditions, including any related impact on prices;
- trends affecting our financial condition, results of operations or future prospects;
- the ability to reach agreement with our iron ore customers regarding modifications to su pricing mechanism; es contract pricing escalation provisions to reflect a shorter-term or spot-based
- the outcome of any contractual disputes with our customers or significant energy, material or service providers;
   the outcome of any arbitration or litigation;

- changes in sales volume or mix;
  the impact of price-adjustment factors on our sales contracts;
- the ability of our customers to meet their obligations to us on a timely basis or at all;
- · our actual economic ore reserves or reductions in current resource estimates;
- the success of our business and growth strategies;
- · our ability to successfully identify and consummate any strategic investments; our ability to achieve post-acquisition synergies;
- events or circumstances that could impair or adversely impact the viability of a mine and the carrying value of associated assets;
   the results of pre-feasibility and feasibility studies in relation to projects;
- impacts of increasing governmental regulation including failure to receive or maintain required environmental permits, approvals, modifications or other authorization of, or from, any
  governmental or regulatory entity;
- · adverse changes in currency values, currency exchange rates and interest rates;
- · the success of our cost-savings efforts;
- our ability to maintain adequate liquidity and successfully implement our financing plans;
  our ability to maintain appropriate relations with unions and employees;
- uncertainties associated with unanticipated geological conditions, natural disasters, weather conditions, supply and price of energy, equipment failures and other unexpected events;
- risks related to international operations:
- the potential existence of significant deficiencies or material weakness in our internal control over financial reporting; and
- the risk factors referred to or described in the "Risk Factors" section of our documents filed with the Securities and Exchange Commission.

Reference is made to the detailed explanation of the many factors and risks that may cause such predictive statements to turn out differently, set forth in the Company's Annual Report and Reports on Form 10-K, Form 10-Q and previous documents filed with the Securities and Exchange Commission, which are publicly available on Cliffs Natural Resources Inc.'s website. The information contained in this document speaks as of today and may be superseded by subsequent events.

We caution you that the foregoing list of important factors is not exclusive. In addition, in light of these risks and uncertainties, the matters referred to in our forward-looking statements may not occur. We undertake no obligation to publicly update or revise any forward-looking statement as a result of new information, future events or otherwise, except as may be required by law. We also strongly urge you to not rely on any single financial measure to evaluate our business.



3



## CLIFFS NATURAL RESOURCES INC. CLIFFSOVERALL STRATEGY

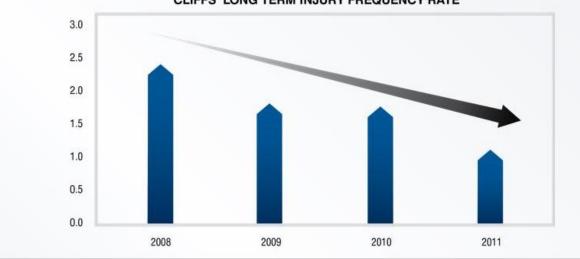
Joe Carrabba

4

+ CLIFFS

### SAFETY IS A TOP PRIORITY

- · Safety has been and will always be at the core of Cliffs' strategy
- Continuing focus of investment
- · Safety approach and lower trending LTIFR position Cliffs as an employer of choice



CLIFFS' LONG TERM INJURY FREQUENCY RATE

5

+ CLIFFS

### THE CLIFFS JOURNEY HAS JUST BEGUN ...

- Since 2004 Cliffs has transitioned from a geographically concentrated mine operator to a diversified mine owner
- In the process we have created tremendous value for our shareholders by providing 36% returns annually – an achievement that puts us near the top of our peer group
- Moving forward our aspirations are ambitious continue to deliver outstanding shareholder value and gain scale through diversification
- To accomplish this, it's critical we deliver on our organic growth through execution and operational excellence

6



## CLIFFS WILL CONTINUE EXECUTING ITS SOUND STRATEGY SUPPORTED BY FUNDAMENTAL BELIEFS

#### **CLIFFS' LONG-LASTING STRATEGY**

Build Scale in Steelmaking Raw Materials



#### **NEAR-& LONG-TERM TACTICS**

- Increase Seaborne Exposure
- Enhance Project Pipeline
- Customer & Mineral Diversification
- Apply Technical Competencies



#### NEW SUPPLY CHALLENGES

7

- Complex Logistics
- Capital Intensity
- Environmental Permitting

#### DEGRADING ORE QUALITY & GRADE

- Increased Stripping Ratios
- New Projects are Lower-Grade Magnetite Ore

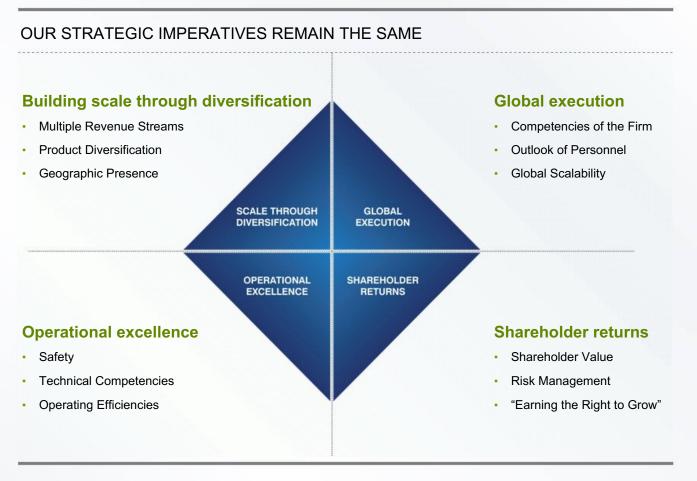
+ CLIFFS

GDP Growth

**INCREASING GLOBAL** 

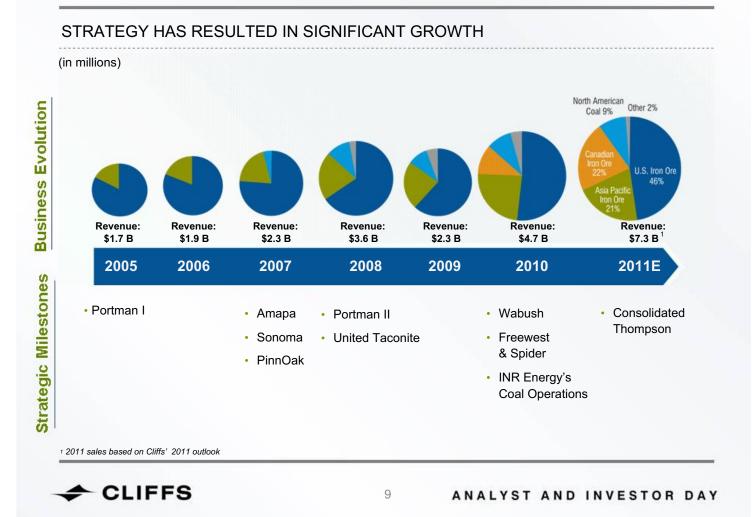
DEMAND FOR STEEL

Urbanization of BRIC Economies

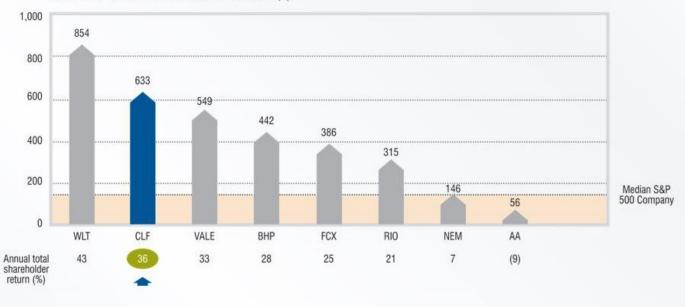


8

+ CLIFFS



### SINCE 2004 CLIFFS HAS DELIVERED SIGNIFICANT SHAREHOLDER VALUE



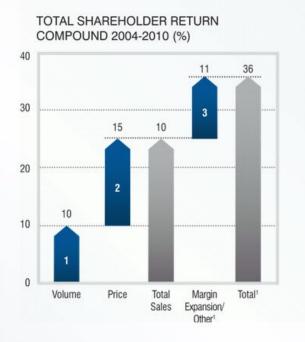
10

VALUE OF \$100 INVESTED IN DEC 2004 (\$)

Note: TSRs are from Dec 31, 2004 through Dec 31, 2010



### THREE KEY DRIVERS OF CLIFFS' HISTORIC VALUE CREATION



# CLIFFS' 36% TSR WAS ACHIEVED THROUGH STRONG EXECUTION OF STRATEGY

#### 1. Volume

 Volumes grew substantially, supported by strategic diversifying acquisitions

#### 2. Price

• Proactively managing our price realization ensured we could capitalize on strong industry demand

#### 3. Margin Expansion

- Aggressively managed costs
- Net impact from other drivers reflects significant investments to support growth, including debt and share issuance

<sup>1</sup> "Other" includes change in valuation multiple and cash contribution, including impact from net change in debt, dividends, and shares outstanding Note: TSRs are from Dec 31, 2004 through Dec 31, 2010; all cross-product impact from volume and price attributed to price; totals may not sum due to rounding



11

#### STRONG EXECUTION ESSENTIAL TO SUCCESS

### PORTMAN ACQUISITION & EXPANSION

Cliffs bought 80% of Portman in 2005, and remaining 20% in 2008...



6 mtpa

1 Management's estimate

...Improved core infrastructure throughout our ownership...

Cliffs invested in infrastructure to enable growth

Rail

Mobile Fleet

Resources

9 mtpa

12

**\$4** Billion<sup>1</sup>

...And delivered

significant results

ASIA PACIFIC

IRON ORE HAS CREATED OVER

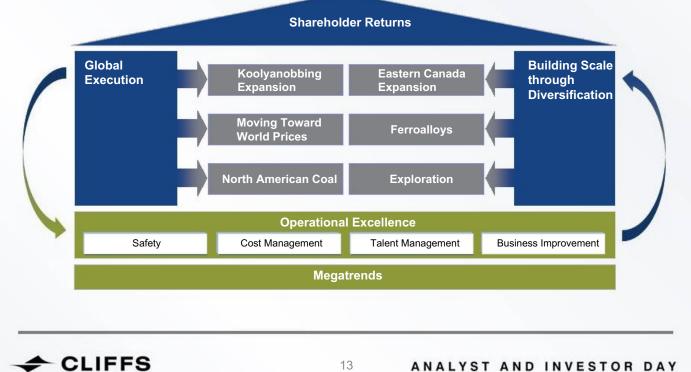
\$4B IN ESTIMATED BUSINESS UNIT

VALUE SINCE THE TIME OF OUR

ACQUISITION

### A NUMBER OF HIGH-PRIORITY LEVERS THAT SUPPORT ORGANIC GROWTH HAVE BEEN IDENTIFIED

#### **Increasing Market Capitalization**



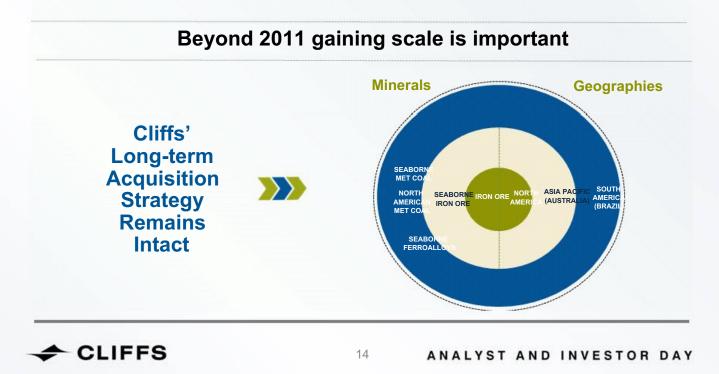
13

## GROWTH STRATEGY (MINERALS AND GEOGRAPHIES)



Integrate Consolidated Thompson's operations

**Execute** Delivery of various capital projects



LOOKING FORWARD, WE WILL CONTINUE PURSUING OUR HISTORIC STRATEGY SUPPORTED BY FUNDAMENTAL BELIEFS

# Our reasons for the chosen strategy have been consistent over the past several years

- Guided by our understanding of the external environment (Megatrends)
- Informed by Cliffs' competitive position and capabilities

## **Beliefs**

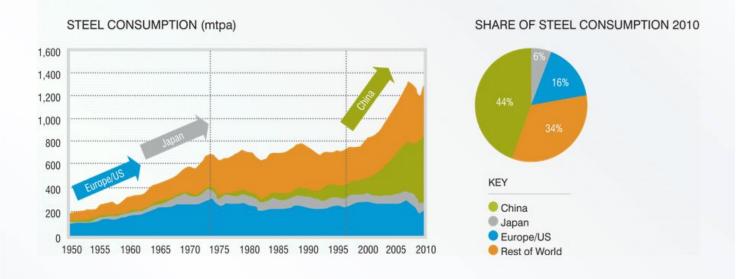
• With growing demand (BRIC economies) and increasing supply constraints (regulatory, cost), the mining sector represents outstanding return potential

15

• Significant scale is both achievable and necessary



## EMERGENCE OF JAPAN AND CHINA HAVE DRIVEN GLOBAL STEEL CONSUMPTION GROWTH SINCE THE 1960s



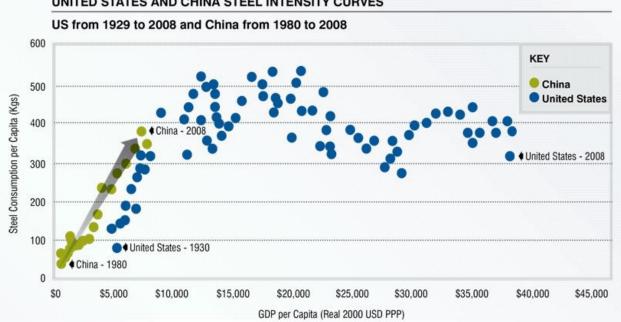
Source: Cliffs Natural Resources; World Steel Organization; The World Bank; World Steel Association Note: India comprises 4% of total steel consumption in 2010



16

#### US AND CHINA: STEEL INTENSITY CURVES

Although China has recently experienced strong growth in steel consumption, there is still potential for further growth.



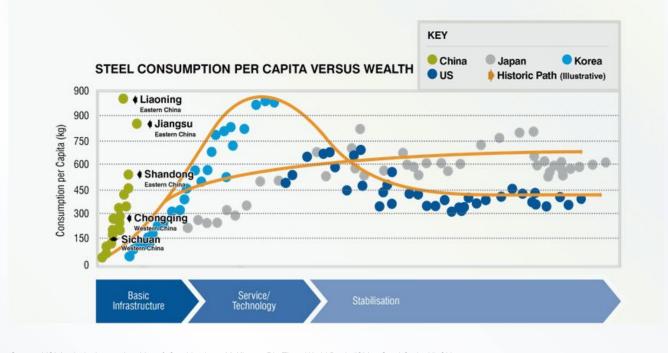
17

UNITED STATES AND CHINA STEEL INTENSITY CURVES

Source: Bloomberg, Worldsteel, IMF, USGS



## STEEL INTENSITY IS CLOSELY RELATED TO STAGE OF ECONOMIC DEVELOPMENT AND INCOME LEVELS

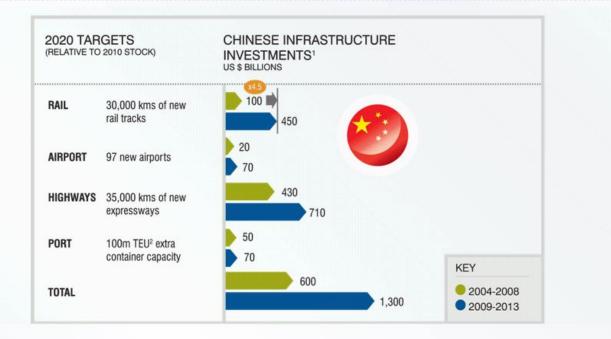


Source: VCI Analysis; International Iron & Steel Institute; McKinsey; Rio Tinto; World Bank; "China Steel Outlook"; Citigroup; Deutsche Bank Research. Note: China regional consumption estimates are based on 2008 data



18

## GROWING INFRASTRUCTURE CONGESTION: CHINA IS EXPECTED TO DRAMATICALLY EXPAND ITS INFRASTRUCTURE

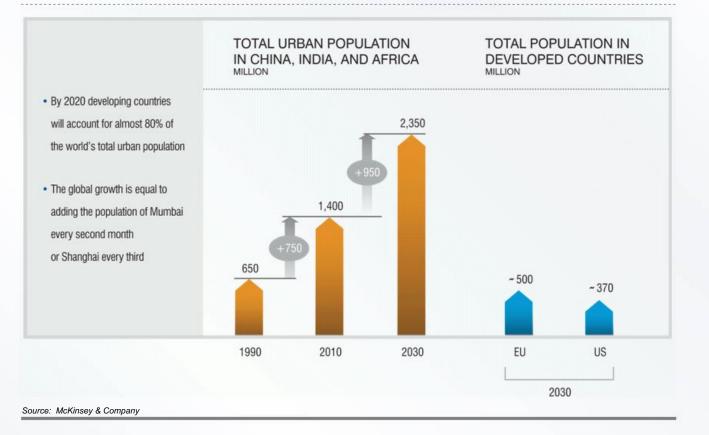


<sup>1</sup> Key assumptions for 2009-2013: 1) Rail and airport are estimated with central gov't source as it is centrally planned; 2) Highway 2009-2010 is estimated with provincial gov't source and 2011-2013 central gov't source (lack of provincial source); 3) Port is estimated from central source due to lack of provincial estimates
 <sup>2</sup> Twenty-foot-container equivalent unit
 Source: McKinsey & Company



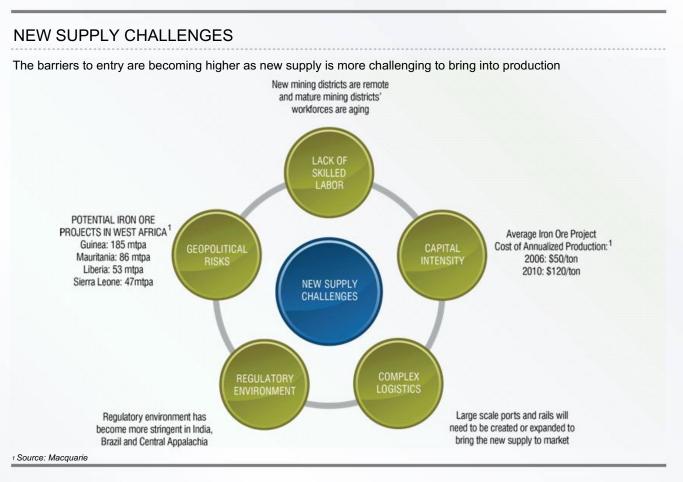
19

### THE URBANIZATION IN CHINA, INDIA AND AFRICA IS OF UNPRECEDENTED SCALE



20

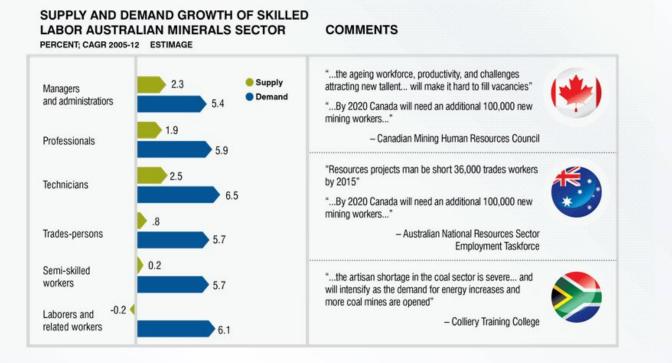
+ CLIFFS



21



## THERE IS A GROWING DEFICIT OF SKILLED LABOR IN THE MINING INDUSTRY GLOBALLY



Source: Staffing the Supercycle: Labor Force Outlook in the Minerals Sector, 2005-2015 (Minerals Council of Australia); Canadian Mining Human Resources Council; McKinsey analysis



22

## AS RESOURCES ARE BECOMING MORE SCARCE, GOVERNMENTS ARE PLAYING A MORE ACTIVE ROLE

## Governments are increasingly trying to reap benefits from domestic assets

#### Australia unveils mining tax



By James Grubel CANBERRA | Sun May 2, 2010 4:24am EDT

(Reuters) – Australia's government angered its booming resources sector on Sunday by unveiling a new tax on mining projects from July 2012 under a sweeping pre-election tax overhaul which will also boost pension savings for workers. ACQUISITIONS BY YEAR, US\$M 5,108 2,186 1,376 1,096 23 6 2003 2004 2005 2006 2007 2008 Namibia Kyrgyzstan 10 57 10 Indonesia Australia 19 Canada

TOTAL VALUE OF CHINESE INTERNATIONAL MINING

Source: Dealogic, RMG



23

### DECLINING ORE GRADES AND THINNER SEAM THICKNESSES

- We believe declining ore grades will be a new challenge for mining companies looking ahead
- With the consolidation of the Chinese steel industry on the horizon, it is likely newer blast furnaces will be larger and more efficient, which will require a higher quality of ore
- Developed coal basins around the world are experiencing thinner seam thicknesses, making mining challenging and requiring significant capital
- As metallurgical coal prices remain high, the premium for higher quality of iron ore is more desired

+ CLIFFS

24

### CLIFFS' PIPELINE OF ORGANIC GROWTH



25

+ CLIFFS



## CLIFFS NATURAL RESOURCES INC. GLOBAL MARKETING

Don Gallagher Bill Hart Terry Mee

26



### OUR GLOBAL COMMERCIAL FOCUS

#### Sustained demand growth

- Chinese urbanization and government policy
- Indian growth

#### Tight global supply

 Dependent upon capital availability, pricing perceptions, inflation risks, sovereign risks

#### High-quality iron ore production

Cliffs has a strong quality advantage

#### Strategic marketing capabilities

Deep customer insight and targeting

### Maximizing value for shareholders

Leverage our competitive advantage

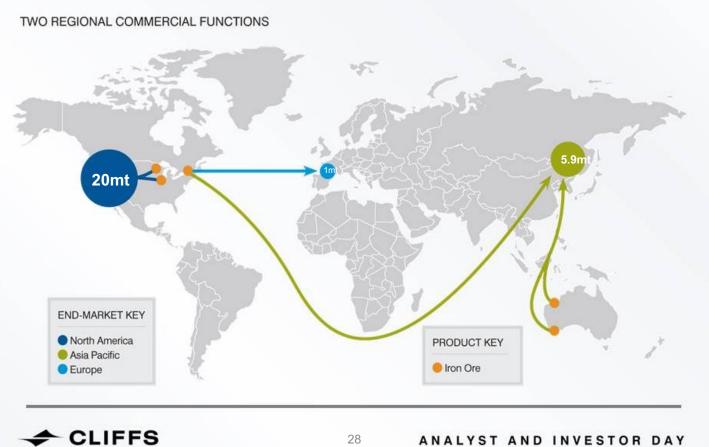


+ CLIFFS

ANALYST AND INVESTOR DAY

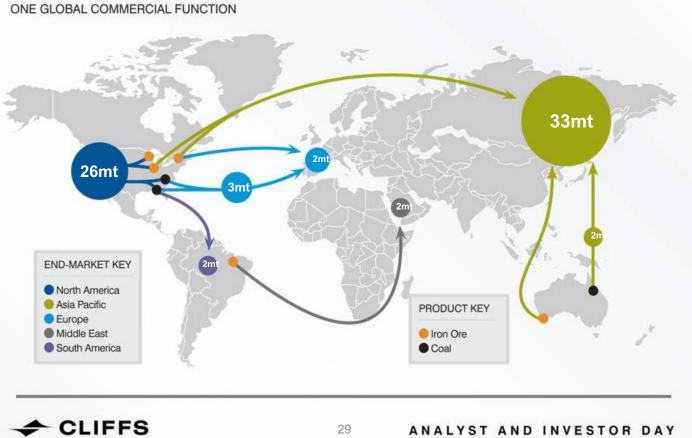
27

## CLIFFS' HISTORIC PRODUCT FLOW 2005



28

## CLIFFS' FORECASTED PRODUCT FLOW 2013



29

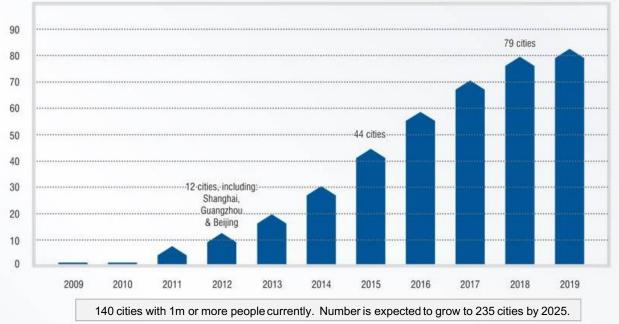
## EXAMPLE OF CHINESE URBANIZATION - SHANGHAI



30



## CHINESE URBANIZATION WILL CONTINUE TO DRIVE STEEL CONSUMPTION GROWTH



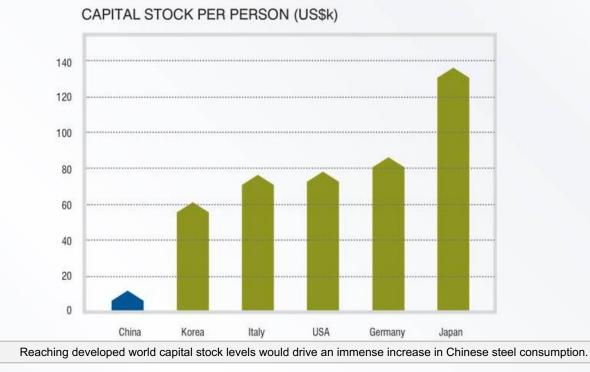
31

#### NUMBER OF CITIES IN CHINA WITH AVERAGE DISPOSABLE INCOME OVER US\$4,600

Source: EIU; "Putting BRIC growth in perspective", Worldpress Note: US\$4,600 equivalent to RMB30,000



## CHINESE CAPITAL STOCK IS STILL VERY LOW BY GLOBAL STANDARDS, PROVIDING SIGNIFICANT GROWTH UPSIDE

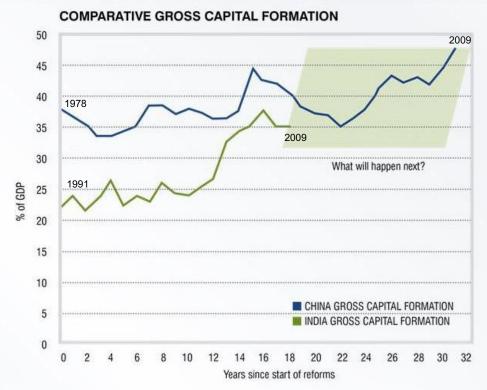


Source: "The Confessions and Concerns Of A China Bull", Urandaline Investments; Andy Stoeckel, former Head of the Australian Bureau of Agricultural and Resource Economics; People's Daily Online, February 2010



32

#### INDIA'S DEMAND GROWTH CORRELATES CLOSELY TO CHINESE GROWTH TO DATE

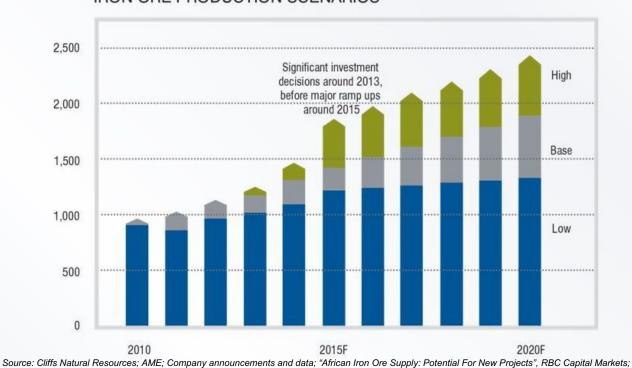


Source: The World Bank; UN World Population Prospects Note: T<sub>o</sub> = 1978 for China, 1991 for Indiabased on assumed start of modern "reformed" period (see Morgan Stanley 2010)



33

CAPACITY EXPANSIONS ARE UNLIKELY TO BE DELIVERED ON TIME OR ON BUDGET



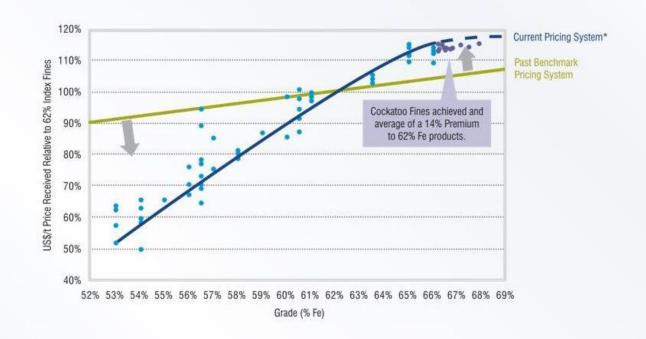
34

**IRON ORE PRODUCTION SCENARIOS** 

Source: Clifts Natural Resources; AME; Company announcements and data; "African Iron Ore Supply: Potential For New Projects", RBC C Engineering and Mining Journal.

+ CLIFFS

# HIGHER-QUALITY IRON ORE IS ATTRACTING AN INCREASED PREMIUM OVER LOWER QUALITY

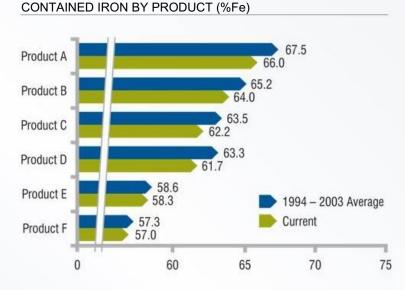


Source: Cliffs Natural Resources; "Australian Iron and Steel Review", Credit Suisse; 4 months of daily spot trade data (Platts) Note: "Based on a trend line for actual spot



35

# IRON ORE QUALITY TRADED BY MAJOR PRODUCERS IS TRENDING LOWER



Quality was exceptionally stable between 1994 and 2003. Recent declines are likely driven by no availability of quality and "ship anything" response.

# Ongoing quality declines increase production requirements and worsen environmental footprint

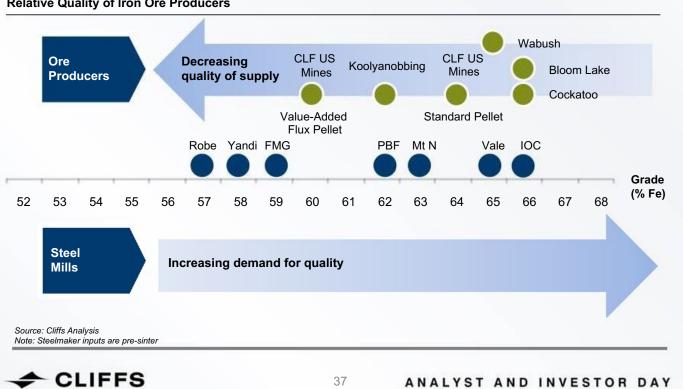
- · Volume required to maintain Fe units
  - 1% reduction in quality every 5 years implies additional 200mt of seaborne ore required between 2012 and 2020\*
- Higher volumes of met coal required to process lower grade material and CO<sub>2</sub> emissions per steel ton increase
- Appropriate quality lump likely to be increasingly scarce. Coupled with broader quality pressures puts upwards demand pressure on pellets
- Falling average quality provides favorable environment for high-quality pellet producers

Source: Cliffs Analysis for current quality; Tex reports for 1994-2003 (excludes 1999) Note: \* Based on "Base Case" cumulative seaborne demand of 15.3bt and 62% contained Fe starting point in 2010



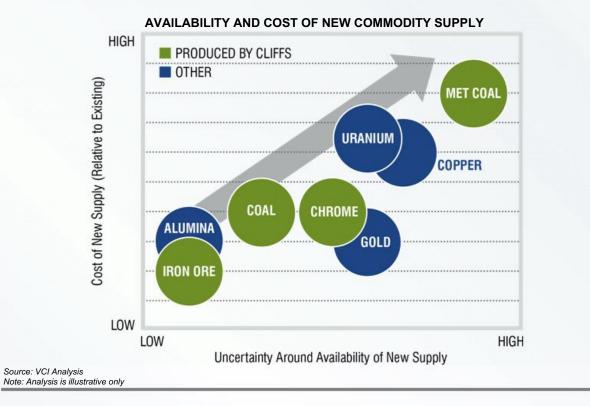
36

HIGH-QUALITY IRON ORE PRODUCER IN A MARKET OF DECREASING QUALITY



**Relative Quality of Iron Ore Producers** 

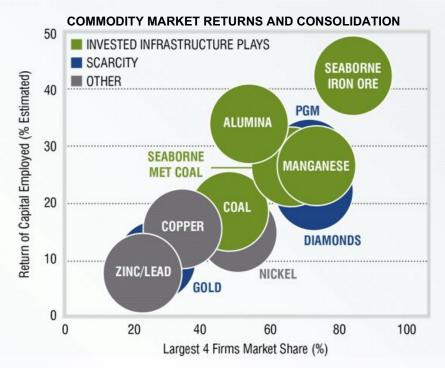
# METALLURGICAL COAL PRICES CAN BE EXPECTED TO INCREASE FURTHER GIVEN RELATIVE COST OF NEW SUPPLY





38

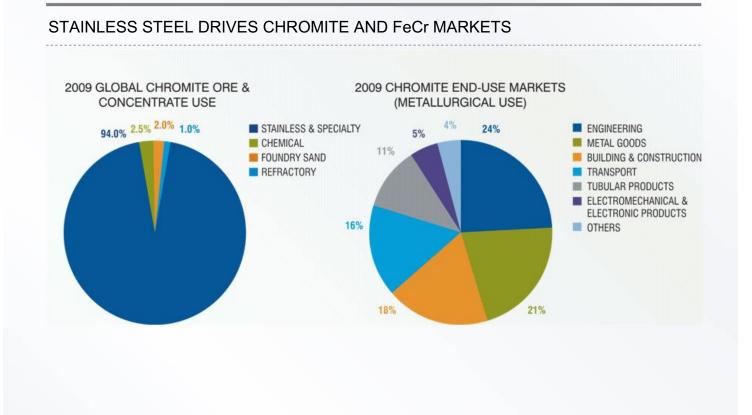
# SEABORNE METALLURGICAL COAL HAS A FAVORABLE INDUSTRY STRUCTURE WHICH HELPS DRIVE STRONG RETURNS



Source: VCI Analysis; Citigroup; BMA; BHP Billiton; McKinsey; Cliffs Natural Resources Note: Estimated ROCE for 15 years to 2003 based on publicly available data, Manganese is based on a weighted average of sources ranging from 5 to 10 years

39



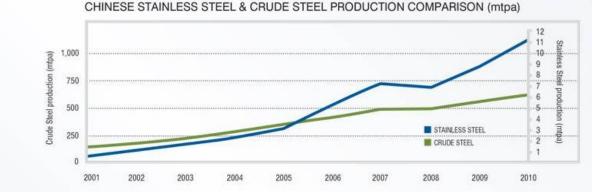


40

Source: Heinz Pariser



STAINLESS STEEL PRODUCTION (mtpa) EU & Africa Americas Japan, Korea & Asia w/o China China 



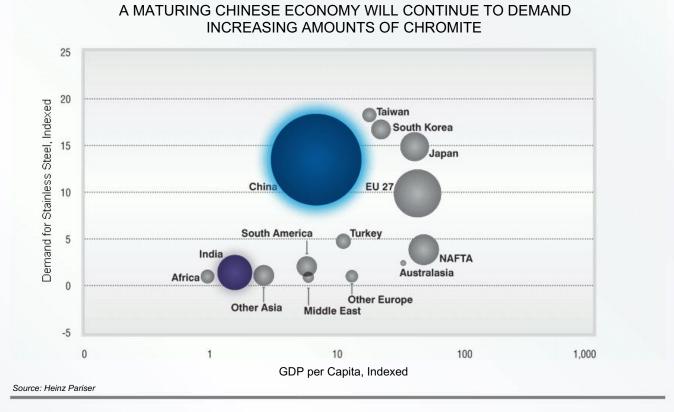
Source: Cliffs Analysis

+ CLIFFS

#### ANALYST AND INVESTOR DAY

#### STAINLESS EXCEEDING CARBON STEEL GROWTH AND CHINA IS THE DRIVER

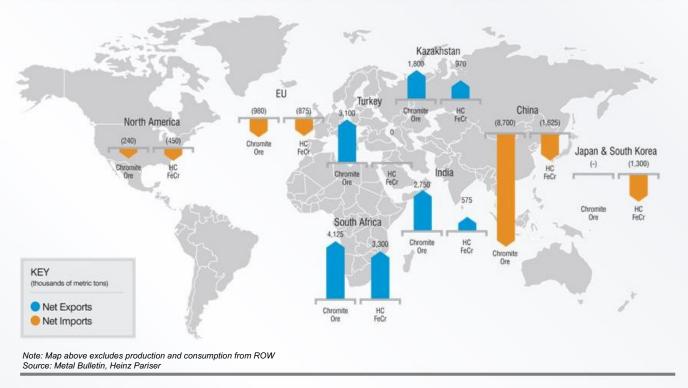
#### MARKET METRICS



42



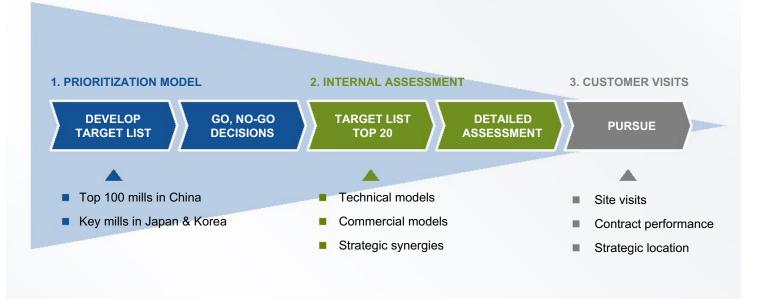
# 2010 CHROMITE ORE AND FERROCHROME PRODUCTION AND CONSUMPTION



43

SIGNIFICANT CHROMITE ORE AND FERROCHROME SUPPLY DEFICITS EXIST IN NORTH AMERICA, EUROPE AND CHINA

# CLIFFS IS TARGETING SALES USING A COMPREHENSIVE TECHNICAL, COMMERCIAL AND STRATEGIC PROCESS

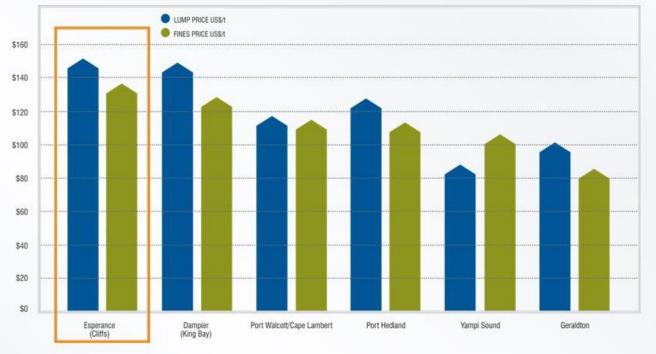


44

+ CLIFFS

# CLIFFS' SALES & MARKETING PROCESS IS DELIVERING POSITIVE PRICING OUTCOMES





45

Source: Cliffs analysis, ABS



# MOVING NORTH AMERICAN IRON ORE CONTRACTS TO WORLD MARKET PRICING



Analysis of North American Iron Ore legacy contracts shows opportunity to achieve World Market Pricing

<sup>1</sup>Assumes current production capacity of 29.5 million long tons and excludes Eastern Canada concentrate from Cliffs' Bloom Lake Mine



46



# CLIFFS NATURAL RESOURCES INC. EASTERN CANADA INTEGRATION & EXPANSION

**Dave Blake** 

47

+ CLIFFS

## **BLOOM LAKE OPERATIONS**

# A WORLD-CLASS MINING OPERATION

- Established access to Asian markets
- Excellent infrastructure with power, rail and port access capable of supporting growth profile
- Attractive development opportunities at Lamêlée
   and Peppler Lake
- Low-cost production

CLIFFS



48

# **BLOOM LAKE OPERATIONS**

#### Logistics Mining Processing Open pit Primary crushing Eastern Canada location • • Drill and blast Grinding Load-out facility • • Load and haul Screening Additional rail capacity • Spiral classification Adjacent port at Sept-Îles • • Filter de-watering •

+ CLIFFS

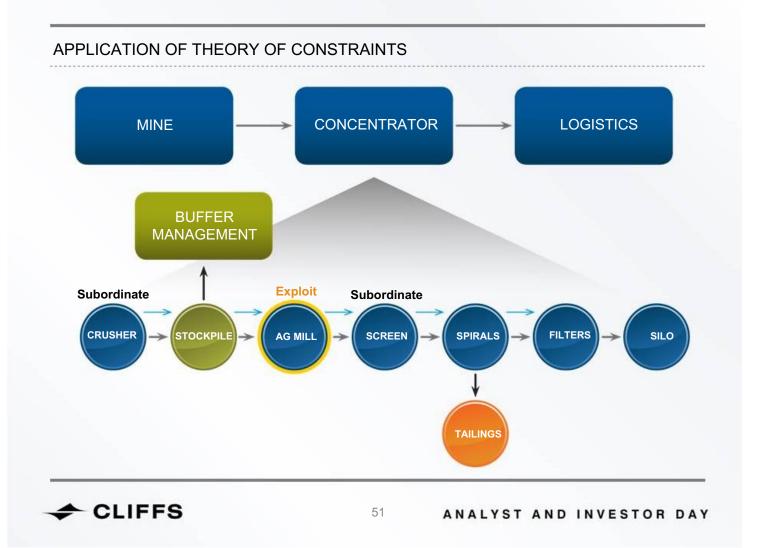
49

# BLOOM LAKE INTEGRATION OVERVIEW

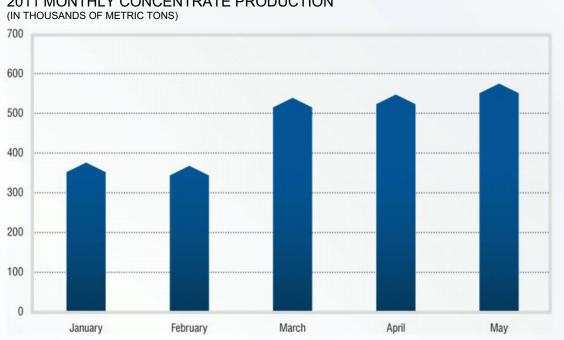
- Secured key operations management responsible for ramp up and expansion
  Back office (accounting, IT, HR and brand) integration well underway
  Attraction and retention of skilled employees over 7,000 applications currently on file
  - Continue Bloom Lake's best practices around employee engagement
  - · Maintain competitive compensation and "pay for performance"
  - Continue active community, government and First Nations relations programs

+ CLIFFS

50



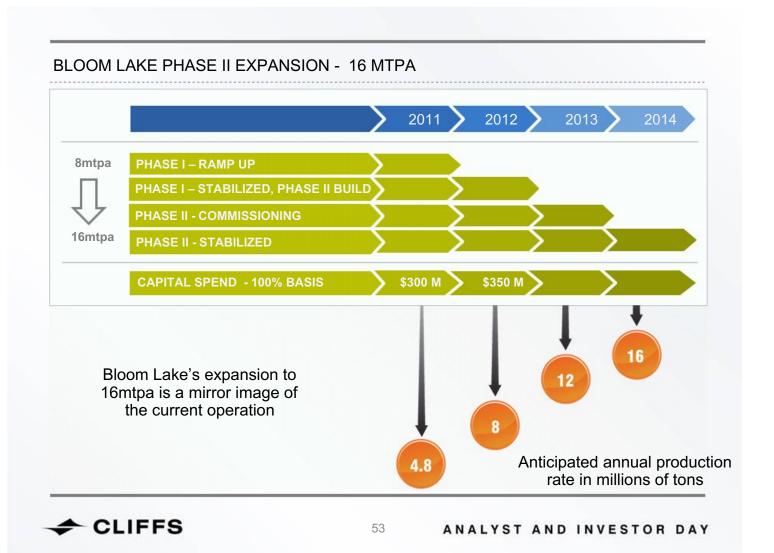
# **RESULTS OF IMPROVED OPERATIONAL PARAMETERS**



52

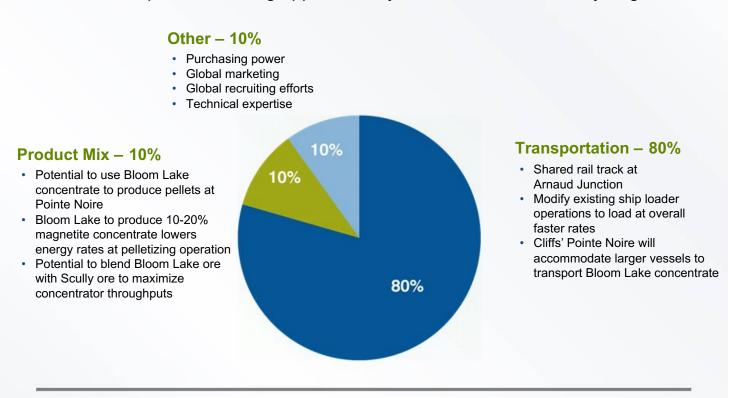
2011 MONTHLY CONCENTRATE PRODUCTION





# ACHIEVABLE SYNERGIES

Cliffs anticipates achieving approximately \$75 million in annual synergies



54

+ CLIFFS

## PHASE III - EASTERN CANADA EXPANSION TO 24MTPA

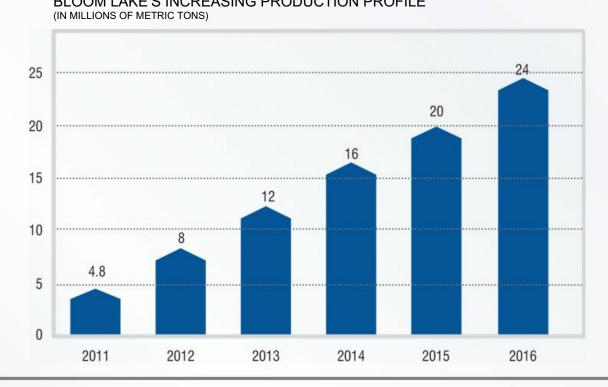
- Cliffs intends to expand concentrate operations in Eastern Canada to 24mtpa by 2015 2016
  Crude ore to be sourced from Bloom Lake western resources and main pit to be extended
  Current year drilling campaign of West Bloom Lake deposit indicated significant resource exists<sup>1</sup>
  Anticipated capital cost approximately the same as Phase II expansion of ~\$600 million
  - Lamêlée and Peppler Lake reserves available for future expansion

<sup>1</sup> Sufficient drilling to quantify resources under SEC proven & probable standards has not yet occurred.



55

# PRODUCTION OUTLOOK INCLUDING PHASE III



56

BLOOM LAKE'S INCREASING PRODUCTION PROFILE (IN MILLIONS OF METRIC TONS)

CLIFFS



# CLIFFS NATURAL RESOURCES INC. ASIA PACIFIC IRON ORE & NORTH AMERICAN COAL

**Duncan Price** 

+ CLIFFS

57

# CLIFFS' ASIA PACIFIC IRON ORE CURRENT OPERATIONS - WESTERN AUSTRALIA

### 100% ownership of Koolyanobbing

- 8.5mtpa total production and growing
- Expansion plans to 11mtpa by second quarter 2012 •

# Cockatoo Island Broome 50% ownership of Cockatoo Island Karratha Port Hedland 1.5mtpa total production Western (to EO3Q 2012) **Australia** Kalgoorlie Perth Koolyanobbing Project Esperance

58

CLIFFS

# KOOLYANOBBING OPERATIONS

# Infrastructure network is central to operations



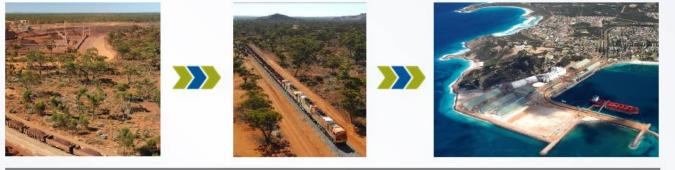
ORE PROCESSING PLANT

3<sup>RD</sup> PARTY RAIL (575KM)





3<sup>RD</sup> PARTY PORT



59

 $\rangle\rangle\rangle$ 

+ CLIFFS

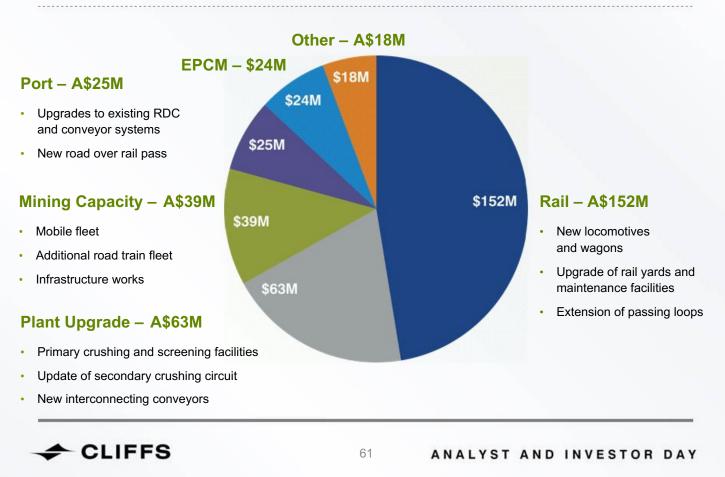
#### RESERVE GROWTH THE CORNERSTONE OF EXPANSIONS



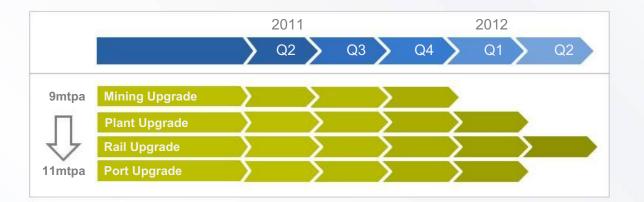
60

+ CLIFFS

# ASIA PACIFIC IRON ORE EXPANSION TO 11MTPA



# TIMELINE OVERVIEW

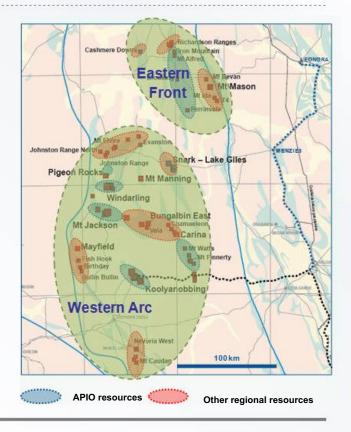


62

+ CLIFFS

# EASTERN FRONT POTENTIAL TO BE THE NEXT GROWTH PLATFORM

- Western Arc will be depleted by 2020
- "Phase I" drilling for conceptual direct shipping ore targeting 50-150mt commenced May 2011 at Mt Richardson
- Potential development options include:
  - Sequential operation
  - Parallel development with expanded total capacity



CLIFFS

63

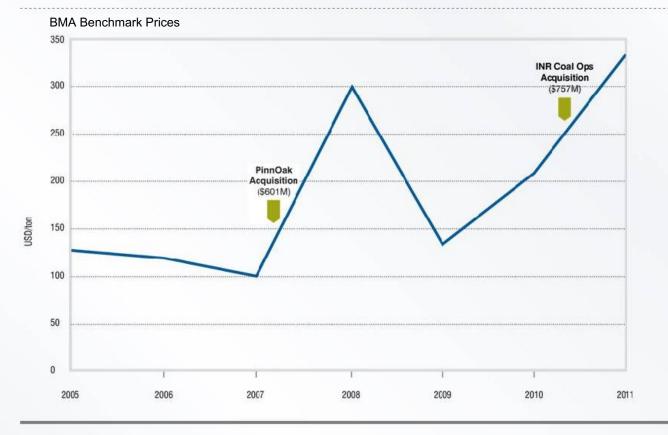


64

# CLIFFS NATURAL RESOURCES INC. NORTH AMERICAN COAL

+ CLIFFS

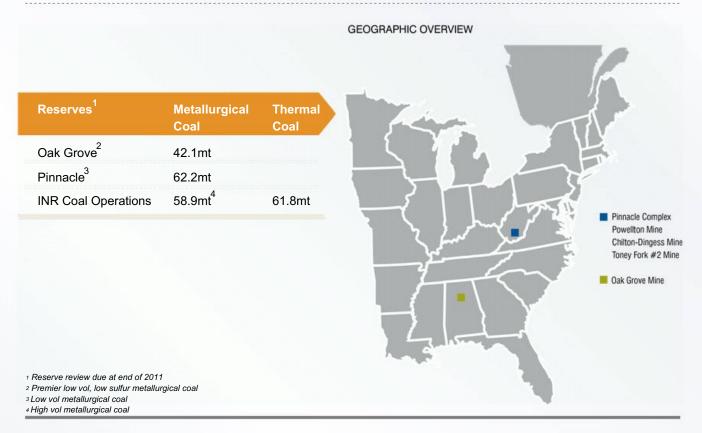
#### STRATEGIC ENTRY INTO METALLURGICAL COAL...



65

+ CLIFFS

# ...SECURED LONG LIFE MET COAL ASSETS



66



CHALLENGES BEYOND EXPECTATIONS

# DEWATERING CHALLENGES ADVERSE GEOLOGY GLOBAL FINANCIAL CRISIS (GFC) NATURAL DISASTER HIGH CO READINGS



67

## TORNADO DAMAGE AT OAK GROVE MINE



- Damaged overland conveyer system
- 2.5 miles of 5-mile system connecting Oak Grove Mine to the Concord Preparation Plant rendered inoperable
- Requires stockpiling of crude coal until repairs are completed and recommissioning occurs



- Concord Preparation Plant rendered completely inoperable
- Top four floors of plant structurally damaged
- New structure expected to be in place end of September
- Recommissioning of plant targeted for mid- to late-November
- Opportunity to enact some improvement, including deployment of 40 new spiral separators



68

#### CARBON MONOXIDE READINGS AT PINNACLE MINE



- Regulatory agencies have denied initial remediation plan
- Production not expected to resume before fourth quarter
- Considering appeal of decision



• Remediation effort includes:

69

- Assessment of various options
- Prospective installation of seals to allow operations in continuous mining sections to proceed
- Prospective installation of temporary seal to deprive suspected "hotspot" of oxygen

CLIFFS

OPERATIONAL HIGHLIGHTS	SAGAINST THE TIDE
	<ul> <li>Integrated INR's coal operations into North American Coal business segmentbolted on a 35% capacity increment without a glitch</li> <li>INR's coal operations are delivering tons and costs at expected rates</li> </ul>
	<ul> <li>New longwall machine at Pinnacle Mine</li> <li>Preparation plant able to clean high ash and improving yields</li> </ul>
	<ul> <li>Major capital projects on schedule</li> <li>Installed dewatering capacity 1.7M gallons/day</li> </ul>
	70 ANALYST AND INVESTOR DAY

#### DELIVERING CAPITAL PROJECTS



- Pinnacle preparation plant upgrade -\$25M
- Delivered on budget, 6 months ahead of schedule
- Demonstrated efficiency uplift plant yield up to 86-95% from 63-70% organic efficiency



• Portal set for August 2011 delivery

71

• Permitting/weather delays partially recovered through effective project management

+ CLIFFS

#### OVERALL GROWTH AHEAD OF PLAN



#### GREEN RIDGE (LOW VOL METALLURGICAL COAL)

- Well ahead of plan ... 117kt production in 2011
- Costs well below initial expectation

#### LOWER WAR EAGLE (HIGH VOL METALLURGICAL COAL)

- Slope completed in Q1; continuing to staff up
- Ramping up in 2011 (40kt); up to 540kt in 2012

#### TONEY FORK (THERMAL)

- Behind on haulage in Q1 due to weather
- Full year production target approximately 1mt in 2011

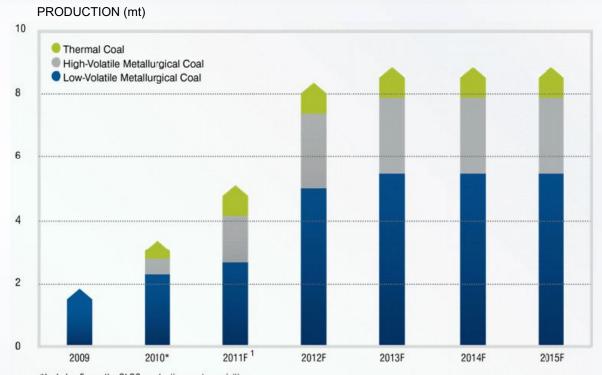
#### CHILTON ELK LICK (HIGH VOL METALLURGIAL COAL)

- Approvals a critical path activity
- First production in 2012 with full production 2013



72

#### **GROWTH TARGET: 9MTPA BY 2015**



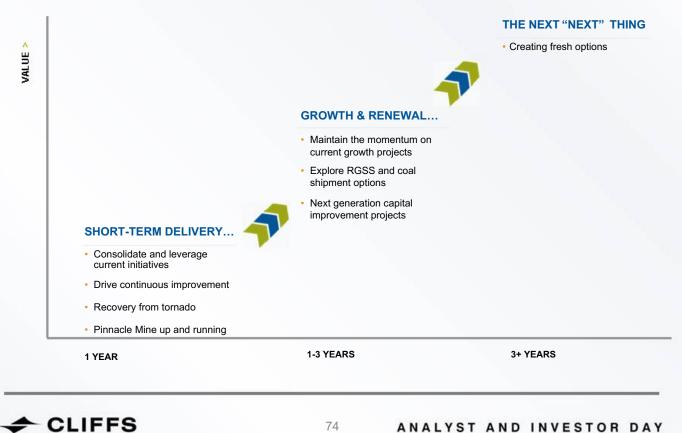
\*Includes 5 months CLCC production post acquisition

10utlook as of June 2, 2011. On June 24, 2011 Cliffs reported that regulators denied a remediation plan at its Pinnacle Mine, which will likely delay production into the fourth quarter of 2011. Prior to this event, Cliffs expected Pinnacle Mine to produce more than 1mt of low-vol met coal in the last six months of 2011.

73

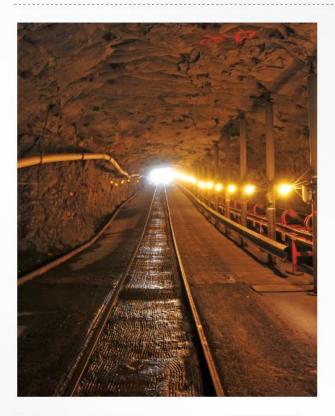


#### NORTH AMERICAN COAL'S OPERATIONS STRATEGY



74

## WHAT'S NEXT?



- Recovery from the tornado
- Remediate Carbon Monoxide Challenge
- Translate the portal & sealing investments into outcomes
- Consolidate & leverage early wins at Pinnacle
- Maintain growth momentum...and pursue next generation growth
- ... and continuously evaluating our direction

75



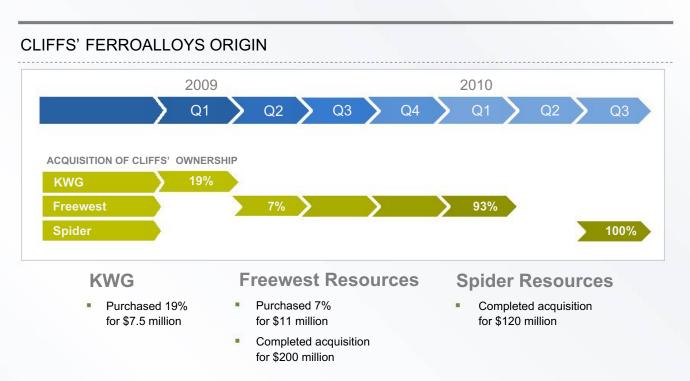


# CLIFFS NATURAL RESOURCES INC. FERROALLOYS

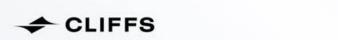
**Bill Boor** 

76

+ CLIFFS

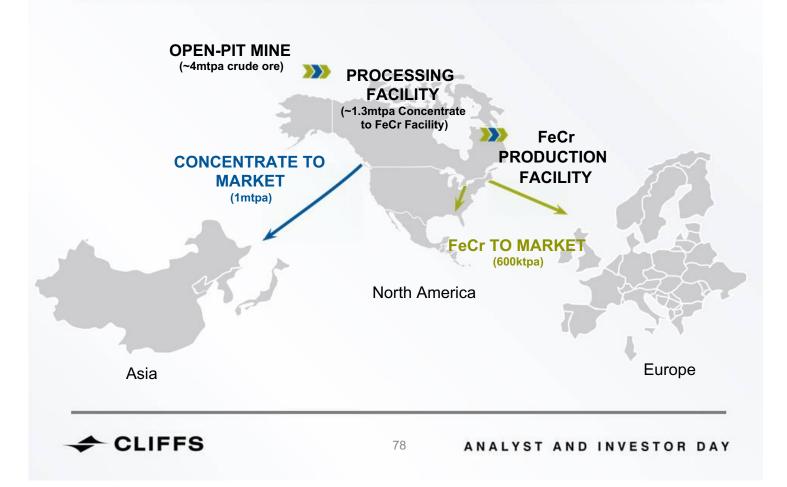


- Cliffs' Chromite project represents the start of Ferroalloys, a new business for Cliffs
- Upon completion, Cliffs will be the only North American chromite mining and processing operation

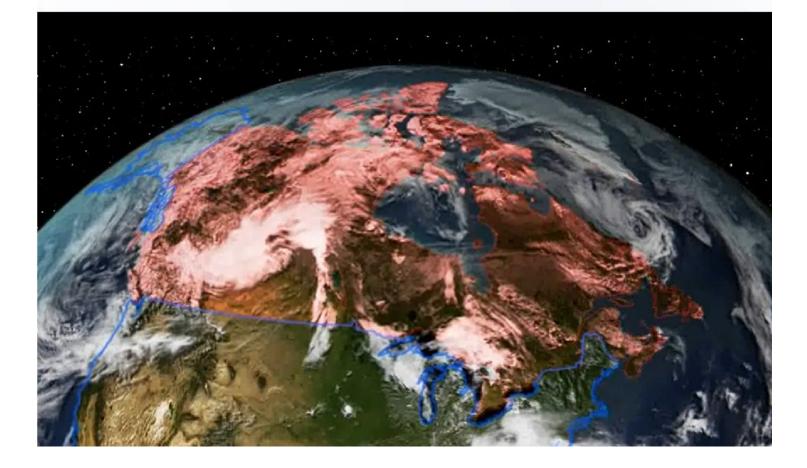


77

#### CHROMITE PROJECT AND FUTURE CUSTOMERS



# CLIFFS CHROME PROJECT VIDEO CLIP #1



# CLIFFS' BLACK THOR DEPOSIT BENCHMARKS VERY WELL RELATIVE TO WORLD-CLASS CHROMITE MINES

Cliffs' Black Thor deposit compares very well with world-class benchmarks

	Cliffs (Black Thor)	Xstrata	Samancor	Outokumpu	ENRC
Location	Canada	South Africa	South Africa	Finland	Kazakhstan
Seam Thickness (meters)	~20 to >100	0.8 & 1.0	1.1 to 1.8	30 to 90	Not Reported
Open Pit or Underground	OP and/or UG	UG	UG	UG	1 OP / 2 UG
ROM Grade (Cr2O3)	~30% to 32%	38% to 39%	37% to 39%	25%	42%
Cr:Fe	~1.8 to 2.0	1.55	1.45	1.52	>2.5

80

+ CLIFFS

# CORE SAMPLES FROM BLACK THOR DEPOSIT



81



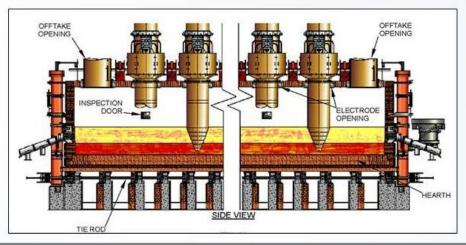
# CLIFFS CHROME PROJECT VIDEO CLIP #2



### CHROMITE PROJECT OVERVIEW

# **Ferrochrome Production Facility**

- Final step in Project is to refine ore and concentrate into metal to be sold for use in stainless-steel manufacturing
- The facility requires approximately 300 MWH to process the material in an electric arc furnace
- Multiple technology options under consideration to develop state-of-the-art process which maximizes power efficiency and reduces costs
- Will be situated near existing rail infrastructure for transport to customers in U.S. and ports in Canada for shipment to world markets



83



#### CHROMITE PROJECT OVERVIEW

# **Ferrochrome Production Facility**

- Site location studies on-going anticipated need for 1-2 km<sup>2</sup> site (brownfield preferred)
- Power cost and grid stability are key drivers for selection
  - Canada relies on hydroelectric power which offers clean electric energy with long-term price stability
  - Power constraints elsewhere are driving up cost curve

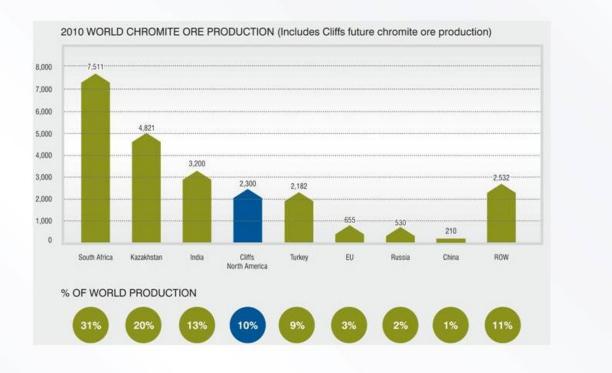




ANALYST AND INVESTOR DAY

84

#### WORLD CHROMITE ORE PRODUCTION



85

+ CLIFFS

#### CHROMITE PROJECT TIMELINE

Feasibility study will be completed in 2012, leaving the environmental assessment (EA) and permitting process as the determinants of start-up timing



- Investigations of environmental baseline conditions underway
- Submitted a "Project Description" in May First step in EA process
- Permits needed for construction and operation may be issued by governmental agencies only after the EA is successfully completed



86

## IN CLOSING

- Cliffs chromite mine will be world class, positioned in a AAA country and with very low mining costs
- Cliffs is working to develop an efficient transportation network and build a state-of-the-art furnace operation to supply world markets with both chromite ore and ferrochrome
  - Ferrochrome processing is critical to access North American and European markets that don't have processing capacity
  - Significant value and access to growth markets will be generated from the chromite ore delivered to Asian customers
- With a very large potential resource, Cliffs has the ability to expand its position in the market through time

🗲 CLIFFS

87



# CLIFFS NATURAL RESOURCES INC. GLOBAL EXPLORATION

**Cliff Smith** 

88

+ CLIFFS

# ACTIVE COUNTRIES

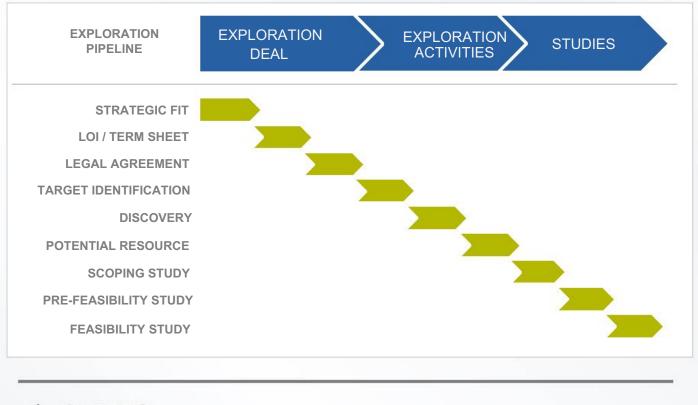
- 2011 Budget: Approximately \$50 \$55 million
- North America; Peru, Brazil, Chile, Argentina; Mongolia and Australia



89

+ CLIFFS

#### TYPICAL STAGES OF EXPLORATION PROJECTS



90

+ CLIFFS

#### CANADA DRILLING PROGRAMS

## **Altius Minerals**

• December 2010 Strategic Alliance Agreement targeting ferroalloys in Eastern Canada

# **First Point Minerals**

- November 2009 option agreement to earn 51% JV interest to advance Decar nickel alloy property
- Currently funding year two of earn-in agreement

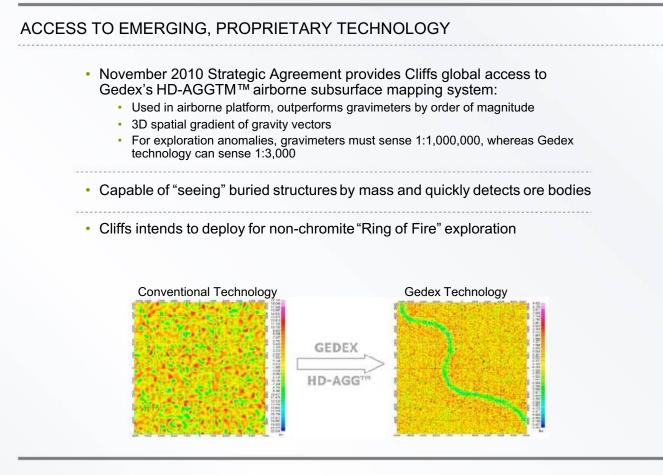
# **Zenyetta Minerals**

· January 2010 option agreement for Albany project targeting nickel, copper and PGMs



91

+ CLIFFS

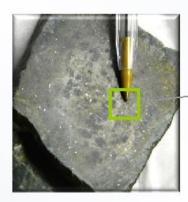


92

+ CLIFFS

## FOCUS ON DECAR NICKEL ALLOY PROPERTY

- · Geology indicates potentially large resource conducive to an open-pit operation
- Products could include a low-grade nickel with simple process flowsheet and 30-55% Fe magnetite concentrate with 3% nickel, 2% chromite
- Successful resource definition and studies needed to lead to an actual mine, but potential does exist



CLIFFS

Small silver flakes are the targeted nickel in the deposit

93

#### MEXICO EXPLORATION ACTIVITY

## **Riverside Resources**

- June 2010 Alliance Agreement for iron oxide copper gold (IOCG) exploration in Mexico
- Exploration for IOCG projects in Northwest Baja California State and along the Pacific Coast from Western Sinaloa State to Oaxaca State, Mexico
- Focus on identifying major target areas using Riverside's proprietary Mexico-specific databases with extensive field follow up to delineate a minimum of four IOCG deposits within an area of 1,500,000 km<sup>2</sup>



94



## SOUTH AMERICA EXPLORATION ACTIVITY



# **Estrella Gold (Peru)**

February 2011 Exploration Alliance Agreement targeting IOCGs

# **AusQuest Peru**

IOCG earn-in agreement

# Mariana Resources (Chile)

June 2010 Alliance and JV agreement targeting IOCGs

# Other Chile and Argentina Drilling Programs

 Number of additional private ventures targeting manganese and other steelmaking raw materials



95

# MONGOLIA EXPLORATION ACTIVITY

- Private target generation focused on chromite, nickel and molybdenum
- A new frontier combination of great geology, historically underexplored and attractive investment climate
- Most other mining companies focused on vast metallurgical coal projects, but Cliffs sees opportunity in ferroalloys
- Established, local partner with one person, Cliffs' in-country presence



96



#### AUSTRALIA DRILLING PROGRAMS

# **AusQuest**

• September 2008 Cliffs strategic alliance, subscription and option agreement

# **Reedy Lagoon**

• February 2011 JV to explore for magnetite iron ore in Southwest Yilgarn, Western Australia



97

+ CLIFFS



# CLIFFS NATURAL RESOURCES INC. SUSTAINABILITY

Kelly Tompkins



98

### SUSTAINABILITY AT CLIFFS

Sustainability is the Cliffs' social license to operate



99

+ CLIFFS

# KEY STAKEHOLDERS ARE INCREASINGLY AWARE OF SUSTAINABILITY

Investors demand more transparency and comparability
Regulators hold industry participants to tighter and additional standards
Communities are increasingly aware, skeptical and active
Employees want to know their employer has high sustainability standards



100

### WORDS IN ACTION

# Land Reclamation



- Cliffs has demonstrated reclamation plans to return former mine sites to beneficial public use long after the economic benefits are derived
- Unique Cliffs-led-tree-planting initiative with community, government and public interest groups; enhanced Cliffs' reputation for sustainable mining practices in West Virginia





- Emission reduction standards obstacle to optimizing UTAC mine production capability in Minnesota
- Investment in redesigned fuel system to handle lower emission, solid fuels and biomass, providing fuel flexibility
- Secured permit to produce incremental tons and avoided substantial pollutioncontrol cost

101



#### WORDS IN ACTION

# Koolyanobbing Expansion



- Unique collaboration between Cliffs and government agencies, interest groups and Aboriginal communities
- Improved relationships and benefits for all parties
- Conservation of rare flora and fauna and flexibility and certainty in accessing the mineral resource
- Innovative designation of the area as a conservation and mining reserve



# **Aboriginal Relationships**

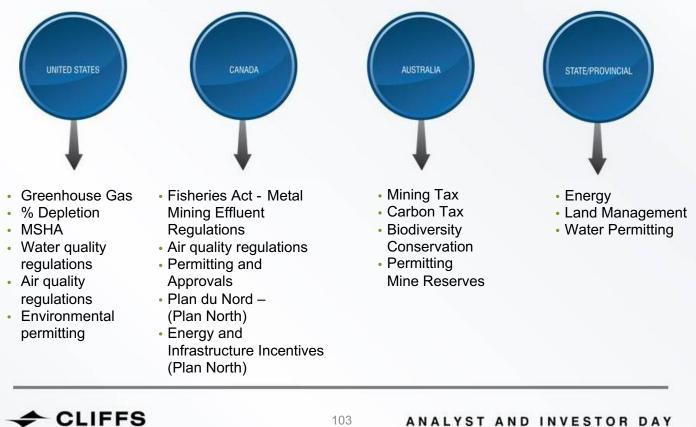


- Understanding the evolving nature of Aboriginal relations; building upon Cliffs' historical commitment to community engagement
- Recognize and respect traditional ecological knowledge and develop progressive Impact Benefits Agreements with First Nations communities

102

# PUBLIC POLICY OUTLOOK

Strategies in place to manage legislative and regulatory risks and opportunities

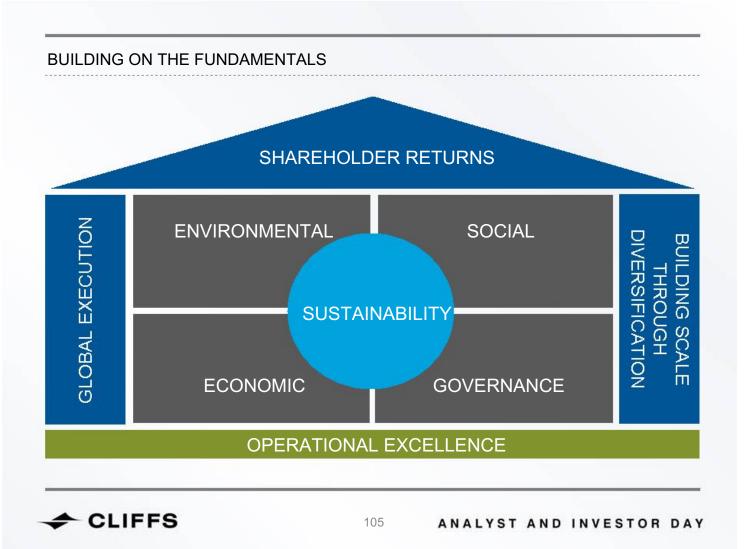


103

### AWARDS AND RECOGNITION

- Earned LEED certification
- · Selected finalist for Golden Gecko Award, Western Australia
- Conservation Award from Marquette County, Michigan
- Inclusion in Maplecroft Climate Innovation Indexes
- Named Global 1000 Sustainability Performance Leader
- Awarded Mincom Innovation and Excellence in Asset Management Vision
- No. 9 on Bloomberg Businessweek's Inaugural Top Performers List







# CLIFFS NATURAL RESOURCES INC. CAPITAL STRUCTURE & ASSET ALLOCATION

Laurie Brlas

+ CLIFFS

106

STRATEGIC CAPITAL DECISIONS – A COMPREHENSIVE CAPITAL MANAGEMENT AND DISTRIBUTION PROCESS DESIGNED TO DRIVE TOP QUARTILE TSR

#### Considerations for uses of cash and excess cash flow

**Business Investments** 

- · Re-invest in business organic growth and capital expenditures
- Mergers & Acquisition focus on value-creating opportunities

#### **Balance Sheet Structure**

- · Build long-term, optimal structure that is sustainable "through-cycle"
- Investment grade rating/profile is core to strategy

#### **Return to Shareholders**

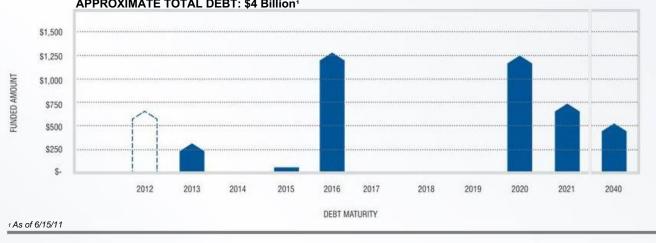
- Sustainable ordinary dividend increases
- Special dividends
- Share repurchase

+ CLIFFS

107

#### CLIFFS' CURRENT BALANCE SHEET STRUCTURE

- Increased scale provides ability to support higher leverage metrics, while remaining investment grade
- Active management positions Cliffs to capitalize on growth and distribution opportunities
  - Average duration of current funded debt is ~9 years
  - Currently maintaining a ~60% / 40% fixed to floating rate debt mix
  - Reserve liquidity is key to capital structure strategy



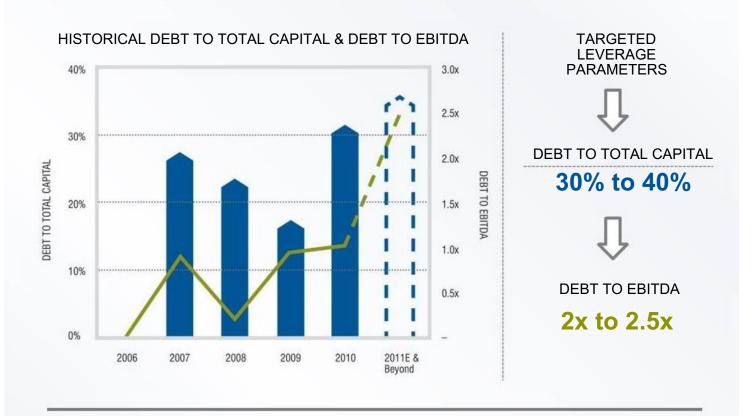
108

APPROXIMATE TOTAL DEBT: \$4 Billion<sup>1</sup>



•

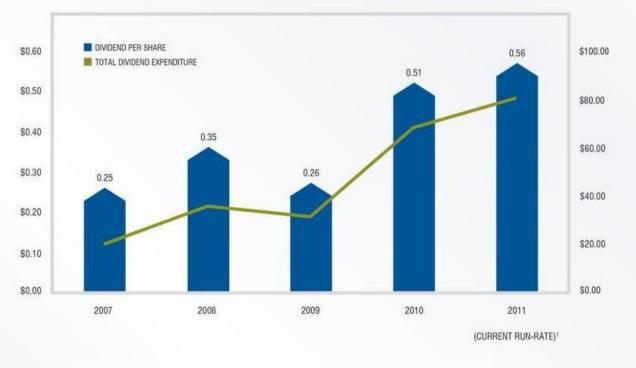
#### FINANCIAL FLEXIBILITY TO FUND FUTURE GROWTH



109

CLIFFS

#### ANNUAL DIVIDENDS PER SHARE AND HISTORICAL TOTAL SPEND



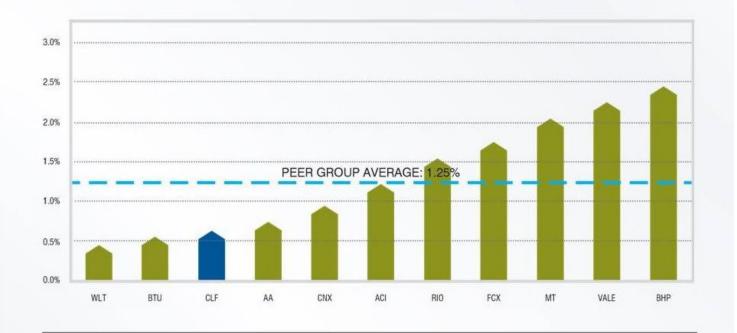
110

1 Based on shares outstanding of approximately 147 million

+ CLIFFS

#### CLIFFS' CURRENT DIVIDEND PAYOUT AND POLICY

- Cliffs employs a progressive philosophy that steadily increases or maintains dividend levels
- Current objective is to consistently migrate toward yields similar to comparable companies



111

CLIFFS



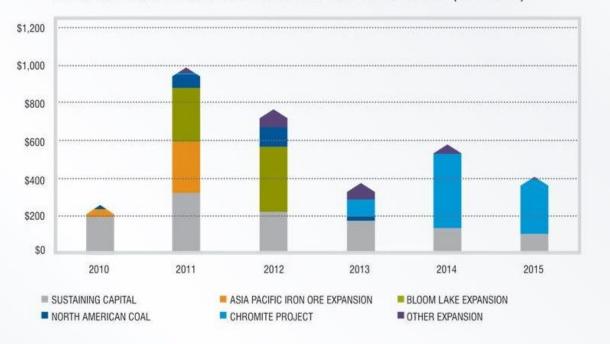
112

#### ACQUISTION SCORECARD - 2005 THROUGH 2010

1 The figures above for the loss at Amapá depict cumulative equity loss since date of initial investment

+ CLIFFS

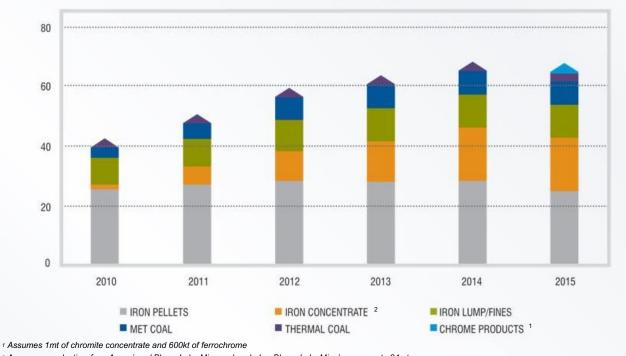
#### PROJECTED CAPITAL SPENDING RELATED TO VOLUME GROWTH



PROJECTED CAPITAL SPEND - SUSTAINING AND GROWTH (in millions)

+ CLIFFS

#### PROJECTED CAPITAL SPENDING RELATED TO VOLUME GROWTH



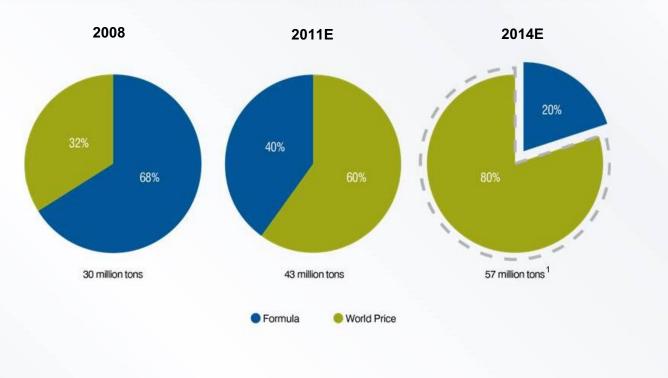
114

PROJECTED VOLUME INCREASES BY PRODUCT (in millions of metric tons)

<sup>2</sup> Assumes production from Amapá and Bloom Lake Mine and excludes Bloom Lake Mine's ramp up to 24mtpa



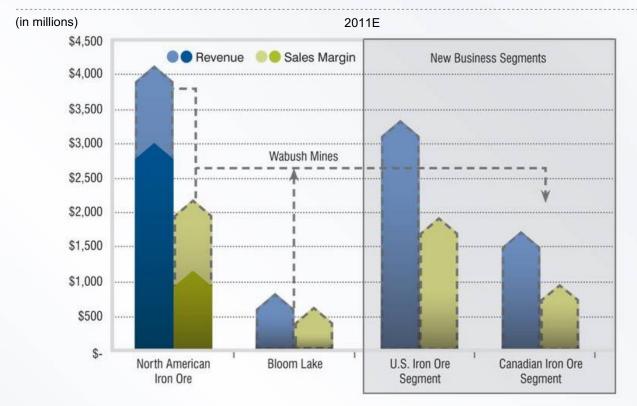
## IN 2014, NEARLY 80% OF CLIFFS' GLOBAL IRON ORE VOLUME IS EXPECTED TO BE PRICED WITH THE WORLD MARKET



Assumes 29.5mt of iron ore pellets, 11mt of iron ore lump and fines iron ore and 16mt of iron ore concentrate



115



116

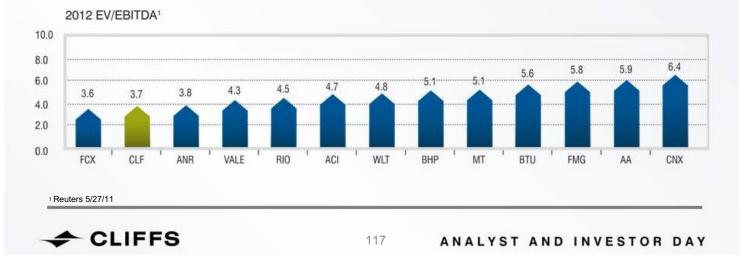
BREAKING OUT U.S. IRON ORE AND CANADIAN IRON ORE SEGMENTS

+ CLIFFS

#### WITH EXECUTION OF GROWTH PLANS, VALUE CREATION WILL OCCUR

2011 EV/EBITDA1







## CLIFFS NATURAL RESOURCES INC. SUMMARY AND CONCLUSION

Joe Carrabba

+ CLIFFS

118 AN

THE CLIFFS JOURNEY HAS JUST BEGUN ...

Megatrends within the commodities space are underpinning our industry: New supply delays, increasing demand and degrading ore quality
As a business, Cliffs has transformed:

Positioned to become a nearly 60mtpa iron ore, 10mpta coal and 1mpta ferroalloy producer

Seaborne exposure and customer diversification is increasing, with half of future revenues poised to come from markets outside North America
The Company strives to allocate capital in value-generating ways, with a strong pipeline of internal growth

+ CLIFFS

119



# CLIFFS NATURAL RESOURCES INC. QUESTION & ANSWER SESSION

### CLIFFS EXECUTIVE LEADERSHIP TEAM

+ CLIFFS

120

PLEASE SUBMIT YOUR ELECTRONIC QUESTIONS TO:

# NYSE@CliffsNR.com

+ CLIFFS

121



## CLIFFS NATURAL RESOURCES INC. APPENDIX

122



#### RECONCILIATION OF NON-GAAP FINANCIAL METRICS

#### (\$ in millions)

		Cliffs Summary of Acquisitions 2005 - 2010 (Cumulative)													2				
	Con	solidated									INR	Energy						Other <sup>1</sup>	
<b>Reconciliation of Operating Income</b>	20	05-2010	Portman		United		2010		Sonoma		Coal		Chrome				2005-2010		
(GAAP) to EBITDA (Non-GAAP)	(Cumulative)		Limited		Taconite		W	Wabush		Coal		Operations		Deposits		PinnOak		(Cumulative)	
Operating Income (GAAP as reported)	\$	3,537.9	\$	995.4	\$	139.8	\$	106.9	\$	95.3	\$	12.6	\$	(18.4	)\$	(232.0	)\$	2,438.5	
Depreciation, Depletion & Amortization		983.9		391.1		29.6		24.6		47.8		14.6		-		153.4		322.9	
Other Non-Operating Income		35.0		(1.4		-		-		1.9		-		10.6	;	2.1		21.8	
EBITDA (Non-GAAP)	\$	4,556.8	\$	1,385.0	\$	169.4	\$	131.5	\$	145.0	\$	27.2	\$	(7.8	)\$	(76.5	)\$	2,783.1	

<sup>1</sup> Other primarily represents Cliffs' legacy North American Iron Ore mines, including Northshore (100%), Tilden (85%), Empire (79%), United Taconite (30%), Wabush (27%) and Hibbing (23%).



123