Overview

### Materials Services

Sales: 13,881

- Materials Production: ~1,700
- Distribution Services: ~8,500
- Supply Chain Services: ~4,100

### Products

- Trade/sale of semi-finished and raw materials: steel, stainless steel, pipes, nonferrous metals and plastics, metals, alloys, specialty ores, minerals, coke
- Customer/customer group specific services: processing, warehousing and logistics, supply chain management (e.g. Aerospace, Automotive, Shipbuilding, etc.)
- Services for steel and other plants as well as for construction/infrastructure
- Production of stainless steel flat products

### Key figures [€ mn]

<table>
<thead>
<tr>
<th></th>
<th>2017/18</th>
<th>2018/19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>14,544</td>
<td>13,868</td>
</tr>
<tr>
<td>Sales</td>
<td>14,705</td>
<td>13,881</td>
</tr>
<tr>
<td>EBITDA</td>
<td>377</td>
<td>180</td>
</tr>
<tr>
<td>EBIT</td>
<td>270</td>
<td>66</td>
</tr>
<tr>
<td>Adjusted EBIT</td>
<td>317</td>
<td>107</td>
</tr>
<tr>
<td>Ø Capital Employed</td>
<td>3,621</td>
<td>3,866</td>
</tr>
<tr>
<td>BCF</td>
<td>615</td>
<td>41</td>
</tr>
</tbody>
</table>

### Key strategic elements

- Strong materials markets expertise and footprint
- One-stop shopping concept
- Focus on services (e.g. supply chain, value-add)
- Powerful IT & logistics systems
- Digital transformation
- Sustainable efficiency/performance programs

### Sales by region (fiscal year 2018/19)

- Europe (ex Germany): 40%
- North America: 22%
- Asia/Pacific: 12%
- Middle East & Africa: 8%
- Germany: 32%

### Sales by customer group (fiscal year 2018/19)

- Automotive industry: 22%
- Construction: 9%
- Aerospace: 10%
- Special machinery: 4%
- Metal components: 9%
- Mechanical engineering: 7%
- Machine shops: 8%
- Other industries: 20%

### Competitors

- Materials Production
  - Acerinox; Aperam; Outokumpu
- Distribution Services
  - Klöckner & Co.; Salzgitter Handel; Reliance Steel; Ryerson; ArcelorMittal; Glencore; Stemcor; Vink; Sunclear
- Supply Chain Services
  - Reliance Steel; Ryerson; AM Castle

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1. Sales 2018/19 in € mn; BU’s w/o consolidation  

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