

Overview



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

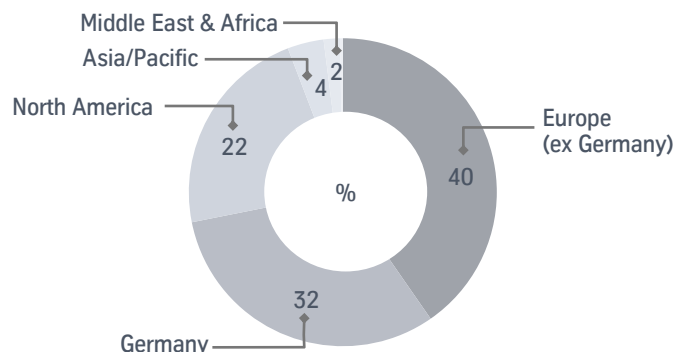
Key strategic elements

- 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

Key figures [€ mn]

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

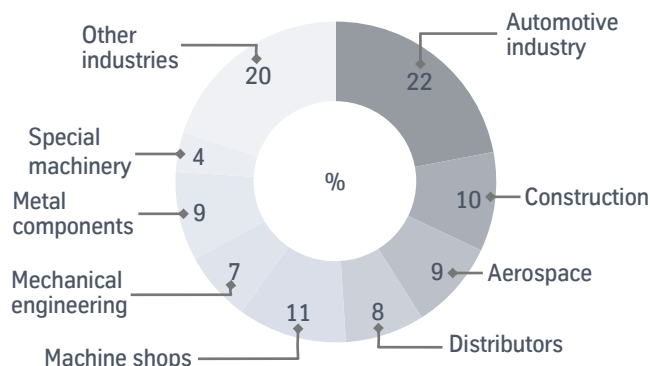
Sales by region (fiscal year 2018/19)



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

Sales by customer group² (fiscal year 2018/19)



1. Sales 2018/19 in € mn; BU's w/o consolidation | 2. Figures excl. Materials Production, Materials Trading, Technical Services