

Fact Sheet: Materials Services

(December 2011)

Overview

Business Area:

Materials Services

Sales: 14,776
Employees: 36,568

Operating Units:

Metals Services

Sales: 10,177
Employees: 12,216

Special Services

Sales: 3,851
Employees: 15,020

Industrial Services

Sales: 773
Employees: 9,332

Sale closed

2010/11 sales in million €, not consolidated
Employees as of September 30, 2011

Products

- Trade/sale of basic and raw materials: steel, stainless steel, pipes, nonferrous metals and plastics, alloys, minerals, coal and coke
- Services: processing, warehousing and logistics, supply chain management
- Infrastructure solutions for railway equipment and contractors' plants as well as services for steel and other plants

Key strategic elements

- One-stop shopping concept
- Global presence, over 250,000 customers
- Multi-dimensional growth program: regions, sectors, service range
- Sustainable efficiency/performance programs, systematic reduction of volatility

Key figures

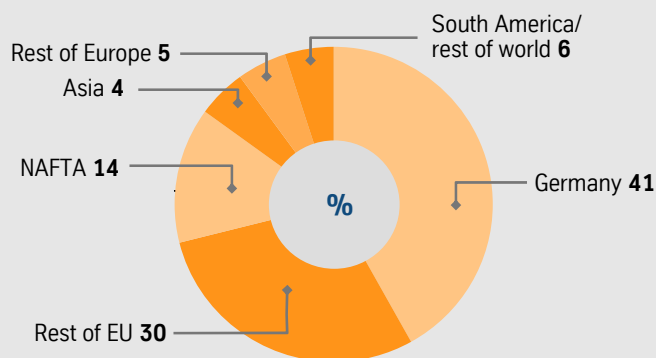
(in million €)

	2009/10	2010/11
Order intake	12,805	14,768
Sales	12,763	14,776
EBITDA	610*	667
EBIT	463*	478
Adjusted EBIT	382	533
Capital Employed	3,179*	3,430

* Modified definition

Sales by region

(fiscal year 2010/11)



Main competitors

- Metals Service
 - Klöckner & Co. (GER), Salzgitter Handel (GER), Carl Spaeter (GER), Vink Holding (NED), Ryerson Tull (USA), Reliance Steel (USA)
- Special Services
 - Bauer AG (GER), Glencore (SUI)

Sales by customer group

(fiscal year 2010/11)

