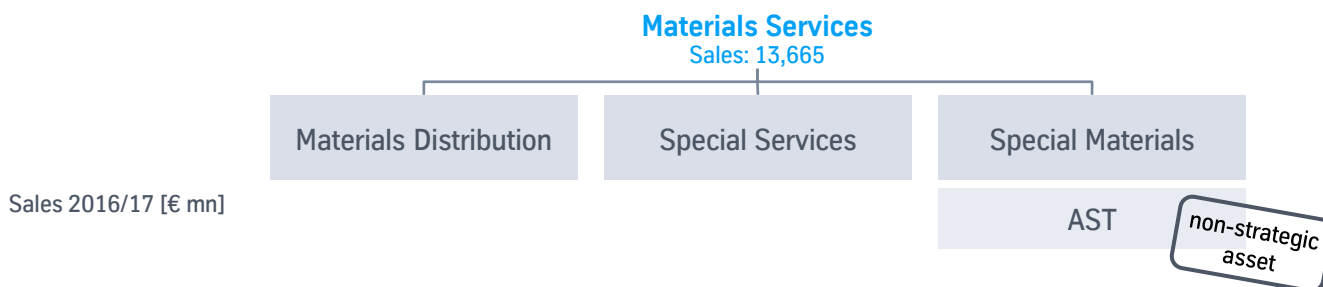


## Overview



## 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
- Production of stainless steel flat products

## Key figures [€ mn]

	2015/16	2016/17
Order intake	11,840	13,760
Sales	11,886	13,665
EBITDA	196	339
EBIT	76	220
Adjusted EBIT	128	312
Ø Capital Employed	3,861	3,652

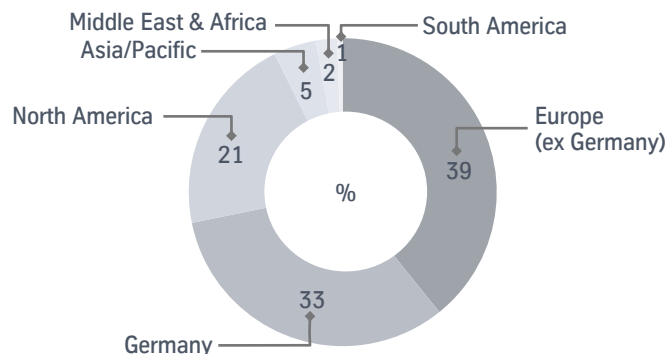
## Competitors

- **Materials Distribution**
  - Klöckner & Co.; Salzgitter Handel; Reliance Steel; ArcelorMittal
- **Special Services**
  - Glencore; Stemcor; Reliance; AM Castle; Vink; Sunclear
- **Special Materials**
  - Acerinox; Aperam; Outokumpu

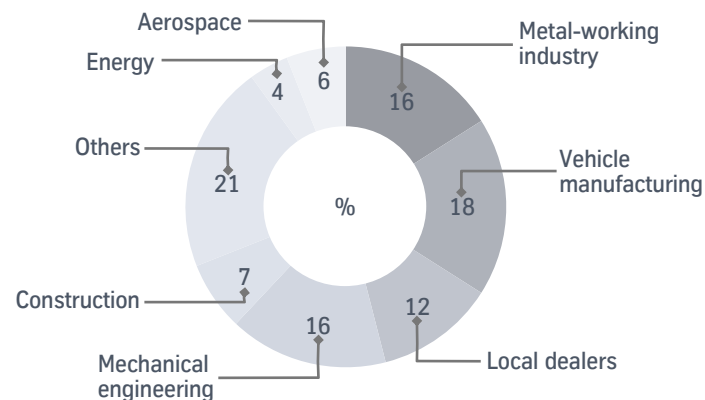
## Key strategic elements

- Strong materials markets expertise and footprint
- One-stop shopping concept
- Focus on value added services
- Powerful IT & logistics systems
- Digital transformation
- Sustainable efficiency/performance programs

## Sales by region (fiscal year 2016/17)



## Sales by customer group<sup>1)</sup> (fiscal year 2016/17)



1. Figures excl. Special Materials / Raw Materials / Technical Services