

Sales 2016/17 [€ mn]

Products and services

High-quality flat carbon steels especially for the auto industry and other steel using sectors with demanding quality and service requirements:

- Hot strip
- Medium-wide strip
- Heavy plate
- Cold strip
- Coated products
- Electrical steel
- Tinplate

Key figures [€ mn]

	2015/16	2016/17
Order intake	8,146	8,969
Sales	7,633	8,915
EBITDA	721	905
EBIT	316	493
Adjusted EBIT	315	547
Ø Capital Employed	5,012	5,286
Crude steel [kt]	12,021	12,060
Shipments [kt]	11,174	11,433

KPIs restated due to proportionate consolidation of HKM

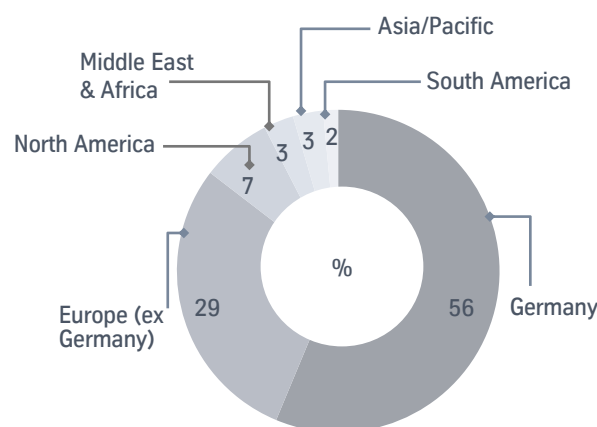
Competitors

- ArcelorMittal Europe
- Salzgitter Strip Steel
- Tata Steel Europe
- Voestalpine Steel Division

Key strategic elements and financial target

- Profound knowledge of customer needs and the ability to develop custom solutions
- Technical know-how gained through years of experience and economies of scope being part of a strong group
- Continuous quality and process improvement initiatives
- Focus on R&D to reinforce differentiation and drive economic weight reduction
- Financial target: Ø tkVA > 0 sustainable across the cycle based on efficiency gains & differentiation

Sales by region (fiscal year 2016/17)



Sales by customer group (fiscal year 2016/17)

