

## Overview



Sales 2017/18 [€ mn]  
Incl. disc. op. tk MillServices & Systems GmbH

## 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 strategic elements

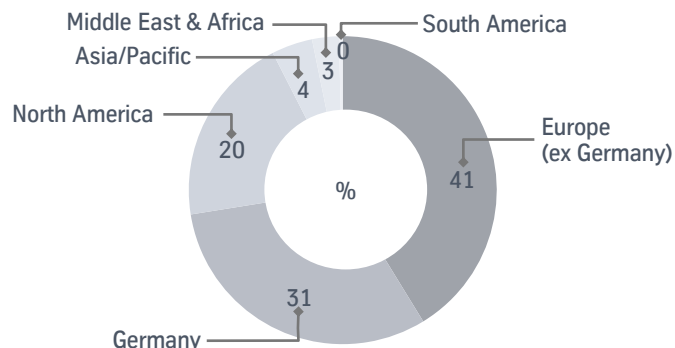
- Strong materials markets expertise and footprint
- One-stop shopping concept
- Focus on value added services
- Powerful IT & logistics systems
- Digital transformation
- Sustainable efficiency/performance programs

## Key figures [€ mn]

	2016/17	2017/18
Order intake	13,760	14,544
Sales	13,665	14,652
EBITDA	339	377
EBIT	220	270
Adjusted EBIT	312	317
Ø Capital Employed	3,652	3,623

Figures incl. disc. op. tk MillServices & Systems GmbH

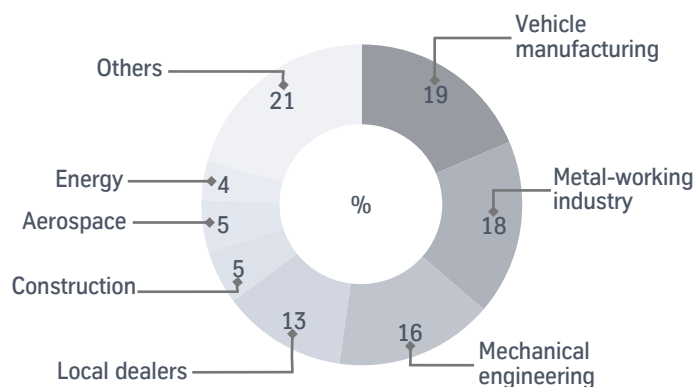
## Sales by region (fiscal year 2017/18)



## Competitors

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

## Sales by customer group<sup>1)</sup> (fiscal year 2017/18)



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