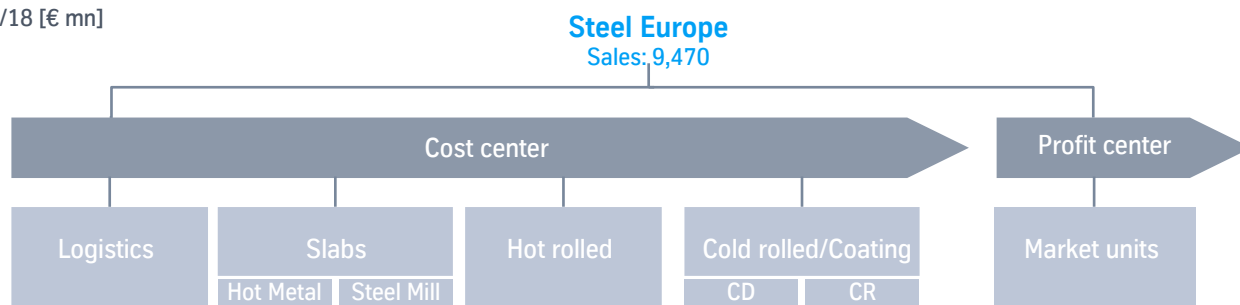


Steel Europe (Discont'd Operation)¹

Overview

Sales 2017/18 [€ 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]

	2016/17	2017/18
Order intake	8,969	9,157
Sales	8,915	9,470
EBITDA	905	894
EBIT	493	471
Adjusted EBIT	547	687
Ø Capital Employed	5,286	5,545
Crude steel [kt]	12,060	11,839
Shipments [kt]	11,433	11,302

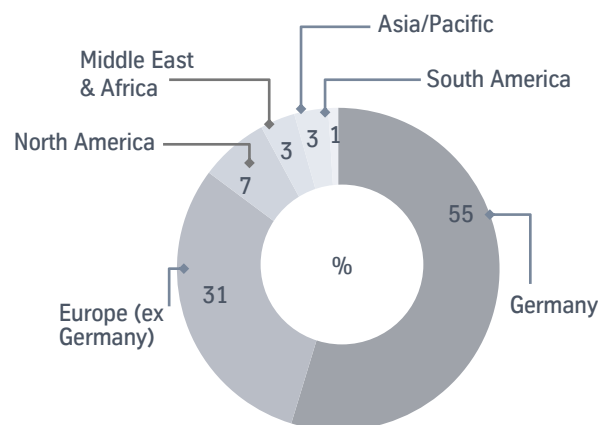
Competitors

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

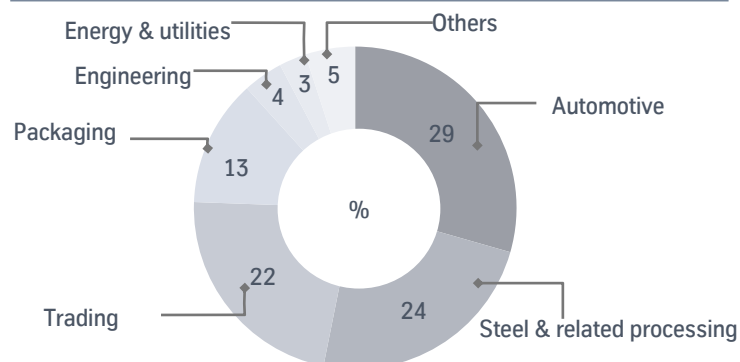
Key strategic elements and financial target

- 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 2017/18)



Sales by customer group (fiscal year 2017/18)



1. Signing of Joint Venture with Tata Steel on June 30th, 2018