

Overview



Products

- Trade/sale of semi-finished and raw materials: steel, stainless steel, pipes, nonferrous metals and plastics, metals, alloys, specialty ores, minerals, coke
- Services for distribution & supply chain customers: processing, warehousing & logistics, supply chain mgmt. (e.g., JIS delivery, forecasting & planning, inventory mgmt.)
- Production and process optimization/automation, e.g.: IIoT platform suite to connect machines & MES/ERP systems
- Services for steel and other plants

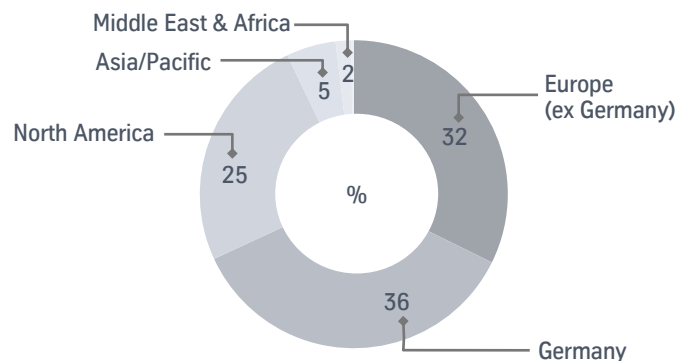
Key strategic elements

- Largest materials & services provider in western world
- Mill-independent with strong markets expertise, dense logistics network and access to broad customer base
- “Materials as a Service”-Strategy - service expansion with increased customer integration, e.g.: higher value-add processing, provision of supply chain services with focus on digital solutions
- Digital transformation and development of new business models
- Sustainable efficiency/performance programs

Key figures² [€ mn]

	2018/19	2019/20
Order intake	12,303	9,886
Sales	12,291	9,895
EBITDA	139	(91)
EBIT	68	(540)
Adjusted EBIT	66	(85)
Ø Capital Employed	3,061	3,031
BCF	34	(870)

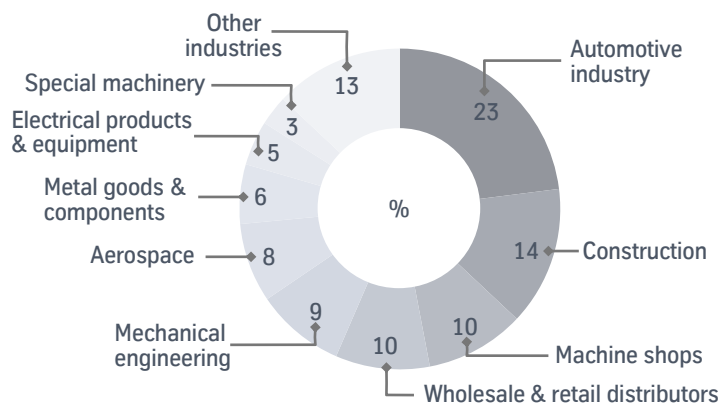
Sales by region² (fiscal year 2019/20)



Competitors

- Distribution Services
 - Klöckner & Co.; Salzgitter Handel; Reliance Steel; Ryerson; ArcelorMittal; Glencore; Stemcor; Vink; Sunclear
- Supply Chain Services
 - Reliance Steel; Ryerson; AM Castle

Sales by customer group³ (fiscal year 2019/20)



1. Sales FY 19/20 w/o Multi Tracks in € mn; BU's w/o consolidation | 2. Figures w/o Multi Tracks and adjusted by new special items definition as of FY 20/21

3. Figures excl. Multi Tracks, Materials Trading, Technical Services