

At a glance August 2002



Klöckner & Co Aktiengesellschaft
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The satisfaction of our business partners is our aim

The Klößner & Co Group is one of the world's leading companies in multi metal distribution. In stockholding distribution, we are represented on all important markets of Europe and North America: we combine local presence with international standards.

We actively contribute, as a reliable partner, to the value added activities of our customers. Committed employees develop contemporary solutions to problems, create new markets and help our business partners towards optimum use of resources. The advantage of an internationally operating Group: it is the Group know-how that makes the difference. We are present locally with storage locations and sales offices, but we can offer solutions through the Group structure that far exceed the possibilities of a local supplier.

We use the latest computer systems to optimize processes to provide the best possible service to customers. Sophisticated warehouse logistics, a wide selection of products and individual processing applications offer our customers the possibility of one-stop shopping. We deliver the required form, quality and batch size: fast, well and conveniently. Satisfying our business partners and living up to our performance pledge are our utmost priorities – in the service of our customers.

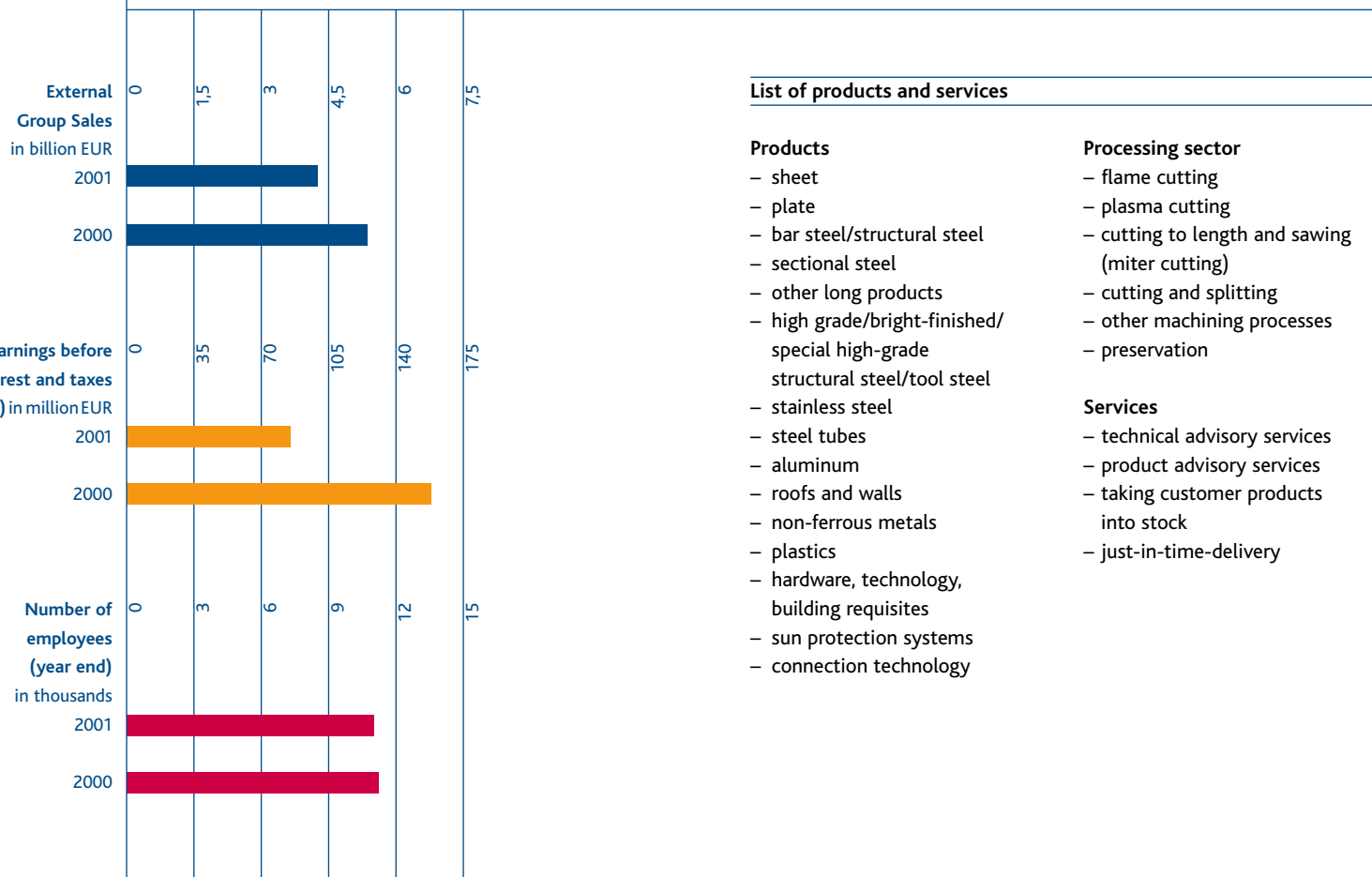
Multi metal distribution with a brand claim

Klößner & Co is pursuing an ambitious aim: we want to be the world leader in multi metal distribution. To achieve this, we are treading new paths and developing innovative solutions to the challenges of the market.

The basis of our corporate philosophy is the idea of "branded distribution", multi metal distribution with a brand claim. Our business partners recognize us not only by the quality of our products, but primarily by the standard of the services we provide. The dog is a symbol of our self-image as service-provider – fast, mobile and loyal towards customers and suppliers.

Further information

Further information about Klößner & Co can be obtained from the Communications Department at headquarters, Tel. +49 203 307-2289, Fax +49 203 307-5103, on the Internet: www.kloeckner.de or by Email: info@kloeckner.de


List of products and services
Products

- sheet
- plate
- bar steel/structural steel
- sectional steel
- other long products
- high grade/bright-finished/
special high-grade
structural steel/tool steel
- stainless steel
- steel tubes
- aluminum
- roofs and walls
- non-ferrous metals
- plastics
- hardware, technology,
building requisites
- sun protection systems
- connection technology

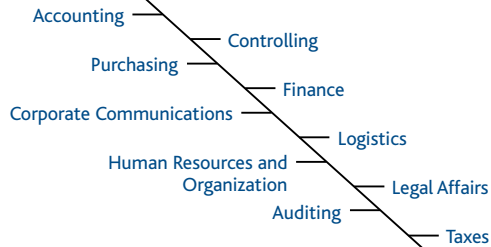
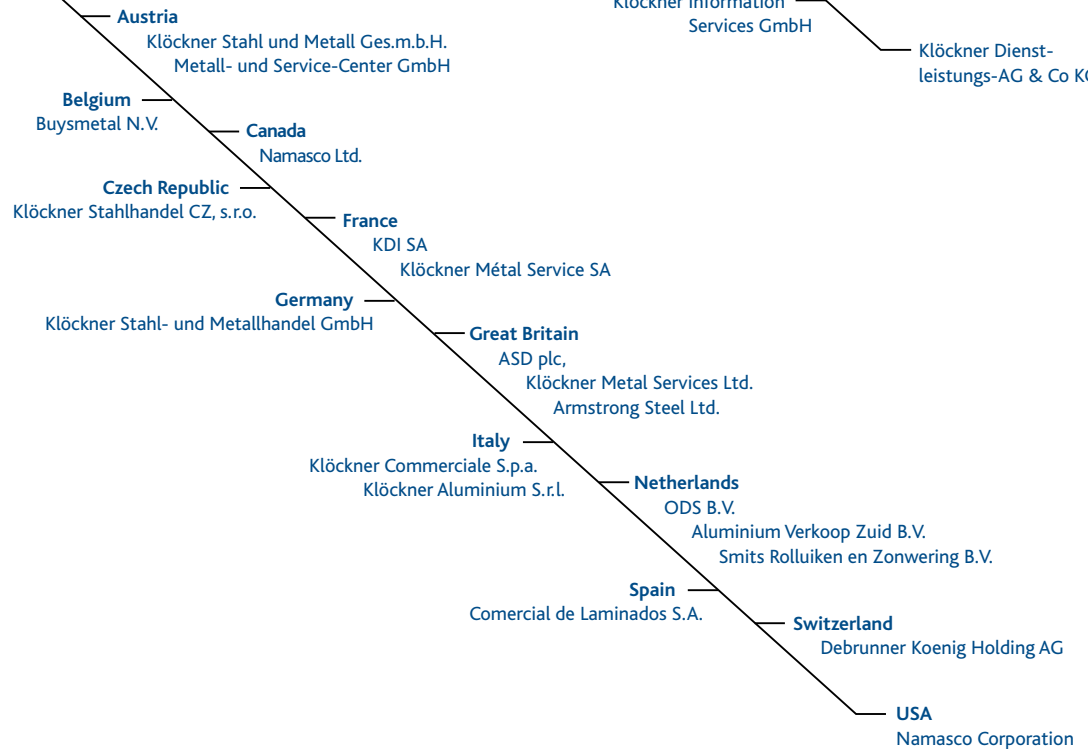
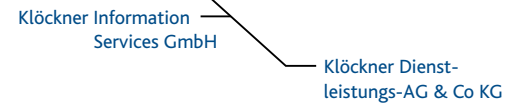
Processing sector

- flame cutting
- plasma cutting
- cutting to length and sawing
(miter cutting)
- cutting and splitting
- other machining processes
- preservation

Services

- technical advisory services
- product advisory services
- taking customer products
into stock
- just-in-time-delivery

Key figures		2001	2000	1999	1998
External Group Sales	Mio. EUR	4,242	5,349	4,473	4,881
Earnings before interest and taxes (EBIT)	Mio. EUR	85	158	97	27
Net income before taxes	Mio. EUR	– 140	96	66	– 25
Net income for the year	Mio. EUR	– 156	65	30	– 49
Earnings per share	EUR	– 4.20	1.23	0.54	– 1.37
Equity and minority interests	Mio. EUR	467	637	569	516
Equity ratio	%	20.7	28.0	25.0	22.5
Fixes assets	Mio. EUR	665	684	655	624
Capital expenditure	Mio. EUR	70	116	83	73
Depreciation	Mio. EUR	65	62	56	57
Balance-sheet total	Mio. EUR	2,251	2,277	2,272	2,290
Number of employees (year end)		10,988	11,229	10,705	10,752

Headquarters

Multi Metal Distribution

Service



Headquarters

Klößner & Co AG
 Neudorfer Str. 3 – 5
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Board of Management:
 – Scott MacDonald
 – Derrick Noe

Departments:
 Accounting
 – Dr. Wolf Roth
 Auditing
 – Dr. Günter Kaesberg
 Controlling
 – N.N.
 Corporate Communications
 – Peter Ringsleben
 Finance
 – Hans-Jürgen Weißer
 Human Resources and
 Organization
 – Peter Ringsleben
 Legal Affairs
 – Dr. Wolf Roth
 Logistics
 – N.N.
 Purchasing
 – Walter Grasses
 Taxes
 – Dr. Wolf Roth

Service

Klößner Information Services
 GmbH
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Chief Executive:
 – Derrick Noe

Klößner Dienstleistungs-AG
 & Co KG
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 Chief Executive:
 – Elmar van Dyk

Austria

Klöckner Stahl und Metall
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 Telephone: +43 7248 681 510
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 Executive Board:
 – Heinz Springer (Spokesman)
 – Brigitte Halper
 – Herbert Vondrak

Metall- und Service-Center
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Belgium

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Canada

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 – Gordon Gosnell

Czech Republic

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 – Petr Mareš

France

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 (Spokesman)
 – Christian Hatte

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 – Arnaud Blaise
 – Denis Colliot

Germany

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 Chief Executive:
 – Dr. Oliver Falk

Great Britain

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 Chief Executive:
 – Martin Joyce

Klöckner Metal Services Ltd.
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 Chief Executive:
 – Karl Weston

Armstrong Steel Ltd.
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 Chief Executive:
 – Ian Beveridge

Italy

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Netherlands

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 Executive Board:
 – Henk de Hullu (Spokesman)
 – Dr. Thomas Troullidis

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 – Albert Golz

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 – Albert Golz

Spain

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 – Oliver Bosse

Switzerland

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USA

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 – Kirk A. Johnson