



klöckner & co

multi metal distribution

Company Profile

April 2009



260 LOCATIONS IN 15 COUNTRIES AROUND THE WORLD

Our customers are in a comfortable position because we are always right around the corner.

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BRIEF PORTRAIT OF KLÖCKNER & CO SE

Klöckner & Co SE is the largest producer-independent multi metal distributor in the combined European and North American market. In 2008, the company generated sales of around €6.7 billion. Klöckner & Co has a global presence covering more than 15 countries and over 260 locations with a total workforce of about 10,000. Klöckner & Co SE has been publicly listed since 2006.

As a mill-independent international multi metal distributor, the Klöckner & Co Group represents a key link in the value chain that extends from multi metal production to small and mid-sized customers. Klöckner & Co purchases materials in large quantities worldwide and provides customers with targeted supplies via local warehousing sites. In addition, the Klöckner & Co Group offers its international customers cross-border supplies to their international sites.

With this range of products and services, the Klöckner & Co Group serves around 185,000 customers in various sectors, with a focus on the construction and mechanical and plant engineering industries. The Company's product portfolio comprises long products (e.g. steel girders for the construction industry), hollow sections (e.g. steel hollow sections), flat products (e.g. sheet steel for machine builders), stainless and



quality steel (e.g. high alloy round steel rods for machinery engineering applications), aluminum products (e.g. sectional rods for plant construction) and special products, such as plastics, ironware and accessories. All in all, the Klöckner & Co Group offers more than 200,000 products.

In addition to unprocessed materials and pre-products, the Klöckner & Co Group provides its customers with an extensive range of services including cutting and splitting steel strip, cutting to length, flamecutting and surface treatments.

Business performance is largely determined by management of the product portfolio, inventories and the distribution network. Global sourcing represents another key competitive advantage of the Klöckner & Co Group. Its independence from individual steel producers offers it a high level of flexibility and thus a solid basis for negotiations with suppliers. In addition, an annual procurement volume of about 6 million metric tons allows the company to engage in strategic partnerships and arrange attractive supply agreements.

HIGHLIGHTS 2008

Sales growth/markedly higher earnings in 2008

The Klöckner & Co Group generated sales of €6.7 billion in financial year 2008. The increase from €6.3 billion in 2007 to €6.7 billion in 2008 was largely the result of acquisitions and price increases during the first nine months of the year. At around €600 million, EBITDA including nonrecurring effects rose by about 62 % in 2008. Despite weak fourth quarter performance, the Group generated a record result in its more than 100-year corporate history.

Initially successful continuation of acquisition strategy – temporary suspension since October

Klöckner & Co SE successfully continued its expansion strategy at the start of financial year 2008. The Company acquired the British tube distributor Multitubes Ltd. during the first quarter, followed by the takeover of Temtco Steel, a leading US distributor of special heavy plate, in the second quarter of 2008. In addition, the Group obtained the remaining shares in Swiss national subsidiary Debrunner Koenig Holding (DKH) in April and raised its stake in Bulgarian distributor Klöckner Metalsnab to just under 100 % in September. In the course of the global economic downturn toward the end of the third quarter, the Klöckner

ONE FOR ALL

Customers of all sizes and from an array of sectors put their trust in our precision and speed.

& Co Group decided to temporarily suspend its acquisition program at the start of October.

Successful divestment of non-core businesses

As announced, the Company continued to divest itself of peripheral businesses in 2008 to reinforce its concentration on the core distribution business. The sale of the Canadian subsidiary Namasco Ltd., which focuses on the automotive business, and the divestment of Koenig Verbindungstechnik (KVT), a subsidiary of our Swiss national holding company that specializes in fastening systems, were concluded in the third quarter of 2008.

Successful implementation of "STAR" performance program

The Company continued to implement the measures of the "STAR" performance program very successfully and on schedule in 2008. The aim of "STAR" is to identify and realize potential for operational value enhancement. Phase II of the program was introduced at the start of financial year 2008. Key objectives of the "STAR" program include the pooling of global procurement and the optimization of the distribution network and inventory management.

Immediate action program for cost and debt reduction

In response to the drastic deterioration of the global economic environment, Klöckner & Co resolved a comprehensive action program as early as the start of October. Key aspects of the program include the temporary suspension of the Company's acquisition program, rationalization through a reduction of personnel costs and continued debt reduction.

Second Annual General Meeting in June 2008

In June 2008, Klöckner & Co held the second Annual General Meeting since its public listing. About 300 shareholders and shareholder representatives attended the Annual General Meeting of Klöckner & Co in Düsseldorf on June 20, 2008. A key resolution of the Annual General Meeting concerned the Company's transformation from a stock corporation into a European Company (Societas Europaea, SE).

THE OPTIMAL SOLUTION FOR EVERY NEED

By offering multifaceted forms of processing, we ensure that our customers can devote all of their energy to their own businesses.

Transformation of Klöckner & Co Aktiengesellschaft into a European Company (Societas Europaea, SE)

The transformation of Klöckner & Co Aktiengesellschaft into a European Company (Societas Europaea, SE) was concluded with the entry into the commercial register in August 2008. On that date, the Company became known as Klöckner & Co SE. The legal form of an SE is the expression of a modern, entrepreneurial Europe, making this transformation a logical step in the corporate development of an international company like Klöckner & Co.

Key data about the Klöckner & Co share

ISIN	(International Securities Identification Number)	DE000KC01000
German Securities Code (WKN)		KC0100
	Stock exchange symbol	KCO
	Bloomberg	KCO GR
	Reuters XETRA	KCOGn.DE
Number of shares (undiluted)		46,500,000
Listing:		Official Market (Prime Standard) at Frankfurt Stock Exchange
		MDAX

JUST IN TIME

Our customers know one thing. We make deliveries at just one point in time: the scheduled one.

KLÖCKNER & CO GROUP – KEY FIGURES

Income Statement

Sales	€ million
Earnings before interest, taxes, depreciation and amortization (EBITDA)	€ million
Earnings before interest and taxes (EBIT)	€ million
Earnings before taxes (EBT)	€ million
Earnings after taxes (EAT)	€ million
Earnings per share (basic)	€
Earnings per share (diluted)	€

Cash Flow Statement

Cash flow from operating activities	€ million
Cash flow from investing activities	€ million

Balance Sheet

Working capital*)	€ million
Net financial debt	€ million
Equity	€ million
Balance sheet total	€ million

Key Figures

Sales volume	to'000
Employees at end of period (Dec. 31)	

*) Working capital = inventories plus trade receivables less trade payables

***) 2007: including Namasco Ltd. and KVT AG



	2008	2007	2006
	6,750	6,274	5,532
	600	371	395
	533	307	337
	463	210	273
	384	156	235
	8.56	2.87	4.44
	8.11	2.87	4.44

	2008	2007	2006
	187	109	132
	72	-378	10

	Dec. 31, 2008	Dec. 31, 2007	Dec. 31, 2006
	1,407	1,323**)	1,135
	571	746	365
	1,074	845	799
	3,075	2,966	2,552

	2008	2007	2006
	5,974	6,478	6,127
	10,282	10,581	9,688

IMPORTANT ADDRESSES

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 – Gisbert Rühl

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EGGERT GROUP GmbH & Co. KG, Düsseldorf



ON TRACK, THANKS TO FLEXIBILITY

As a producer-independent distributor, we have broad procurement leeway – extending around the world.

FINANCIAL CALENDAR 2009

May 14	Q1 Interim Report 2009
May 26	Annual General Meeting 2009 Düsseldorf
August 13	Q2 Interim Report 2009
November 13	Q3 Interim Report 2009

Subject to subsequent changes.



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