

Welcome at Becker Stahl-Service





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- Downturns in the business cycle of the industries we compete in;
- Increases in our raw material prices, especially if we are unable to pass these costs along to customers;
- Fluctuations in international currency exchange rates as well as changes in the general economic climate
- and other factors identified in this presentation.

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## Our Mission

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- Value-added services and distribution of manufactured flat steel
- With our headquarters in Bönen we are one of the largest and most modern Steel-Service-Center world wide





## Key Figures

- Sales 2008/2009: ~€600m
- Sales H1 2010: ~€300m\*
- Constantly higher EBITDA-margin than Group target (6%)
- 470 employees
- Consolidated since March 1, 2010

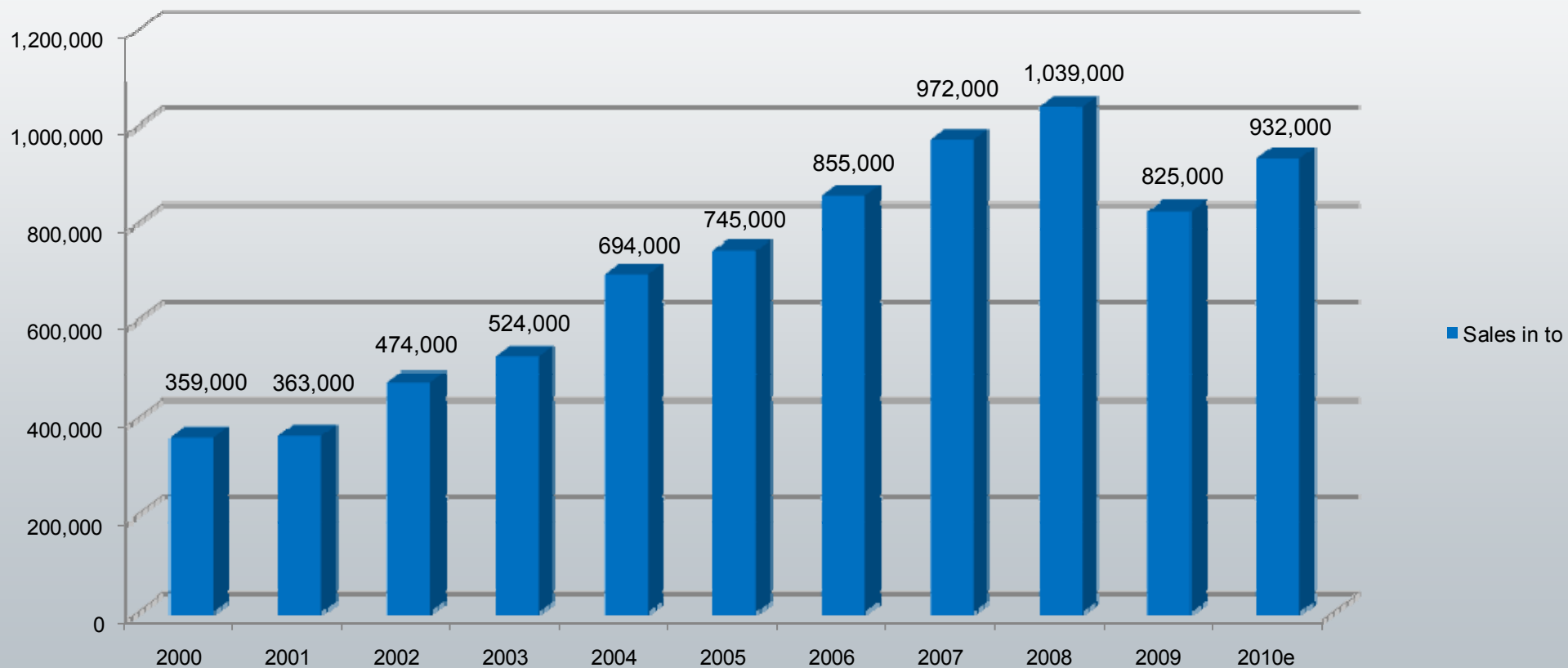
\* Pro-forma information, if BSS had already been consolidated since the beginning of the year



# Development over the past

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### Sales in to





## Our Locations

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### Bönen

- **Total property of**  
155,000 m<sup>2</sup>
- **Site**  
64,000 m<sup>2</sup>
  
- **Sales Offices:** Stuttgart, Olbernau, Rösraht, Regensburg
- **Abroad Offices:** Netherlands, Austria, Turkey, Scandinavia,
- **UTS GmbH & Co. KG**  
Locations: Stendal; Skalica, Slovakia





## Our Headquarters

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### Storage capacity coils

- 200,000 to

### Storage capacity finished material

- 30,000 to



### Yearly capacity on two shifts p.a.

- 1,000,000 to

### Max. yearly capacity p.a.

- 1,400,000 to





## Our Headquarters

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### Plant South



### Plant North





## Our Machinery

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### Five slitting lines

- Material thickness 0.40 - 4.00 mm
- Material widths 50 - 2,100 mm
- Coil weights max. 34 tons
- Slit strip widths 10 - 2,000 mm

### Three cut-to-length lines

- Material thickness 0.40 - 4.00 mm
- Material widths max. 2,100 mm
- Coil weights max. 34 tons





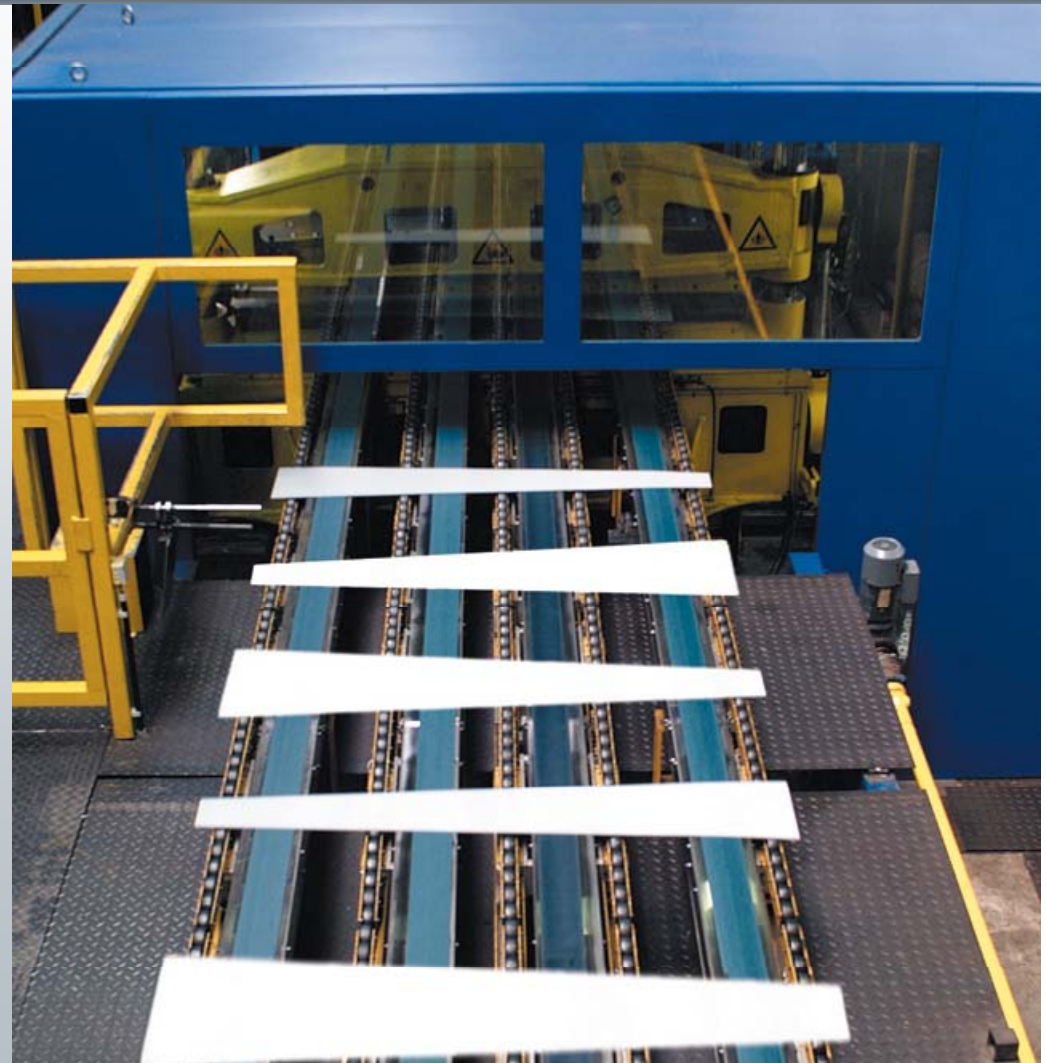
## Our Machinery

### **One cut-to-length line for trapezoid sheet bars and rectangular plates**

- Material thickness 0.40 - 3.00 mm
- Material widths max. 2,100 mm
- Coil weights max. 34 tons
- Trapezoid sheet bars up to 2,050 mm in width and 30° of angle

### **Two fully automatic cutting centres**

### **Three sheet shears**



# Our Logistics

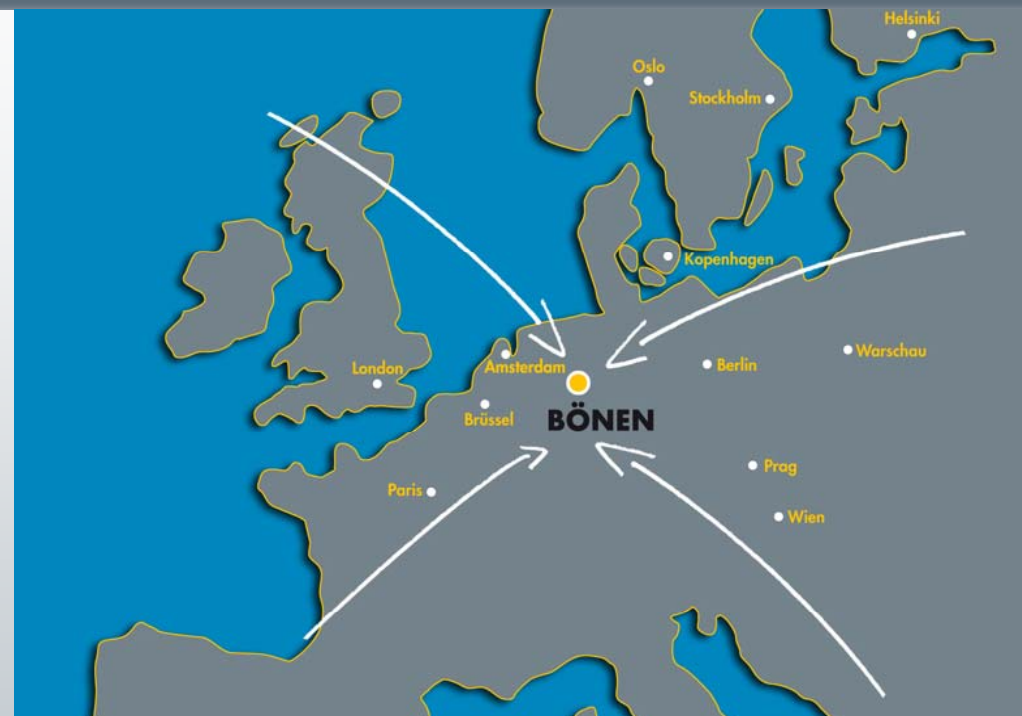
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## Supply

- Rail (full trains possible)
- Truck
- Ship (transfer within river port Dortmund)

## Distribution

- Truck, rail, ship
- In a 4-shift-system
- 6 days a week
- From Sunday 10 pm to Saturday 10 pm



# Our Products

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## Product range

- Wide strip
- Slit strip
- Sheets
- Blanks
- Trapezoid sheet bars

## Technical production possibilities

### Coils

- max. 34 tons
- max. width 2,100 mm

### Slit strips

- 10 mm to 2,000 mm

## Product range

- hot-rolled
- cold-rolled
- hot dip galvanized / galvanized
- electrolytic galvanized
- hot dip aluminized
- Aluzinc
- Zinc-Aluminium
- neuralyte
- organically coated



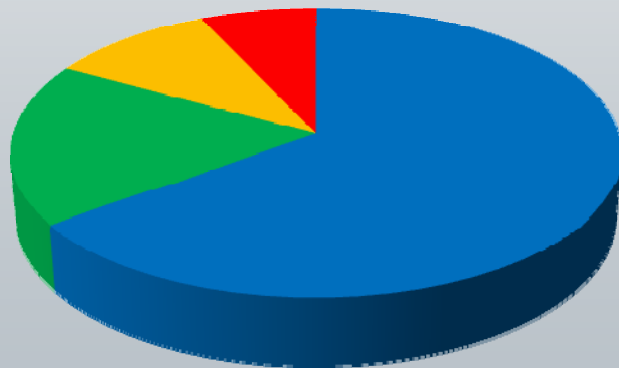


# Our Customers

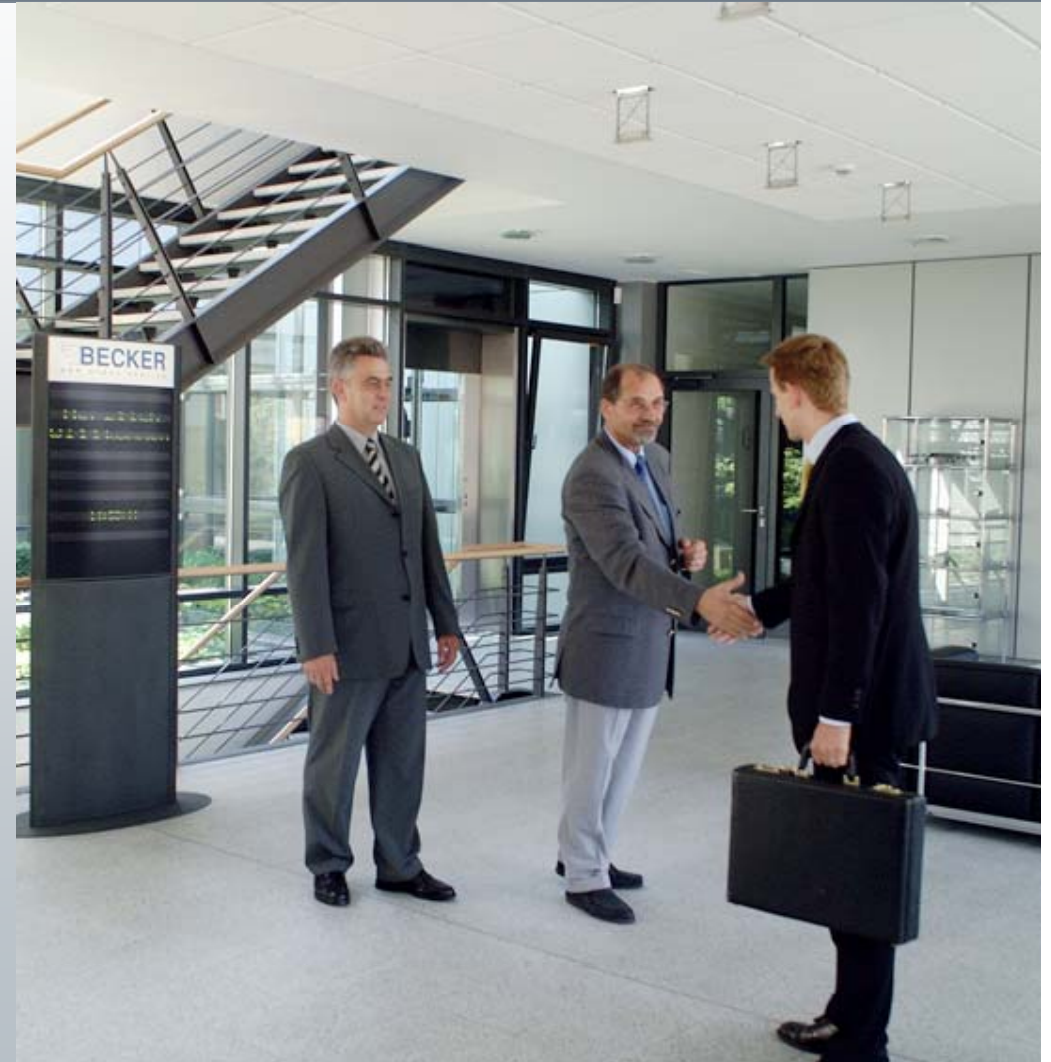
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## Sales

- 65% Yearly business
- 18% Project business
- 10% Daily business
- 7% Quarterly business



- Yearly business
- Project business
- Daily business
- Quarterly business

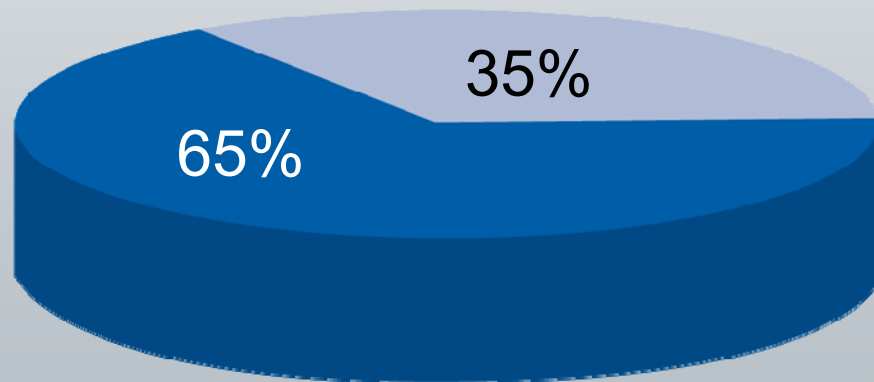


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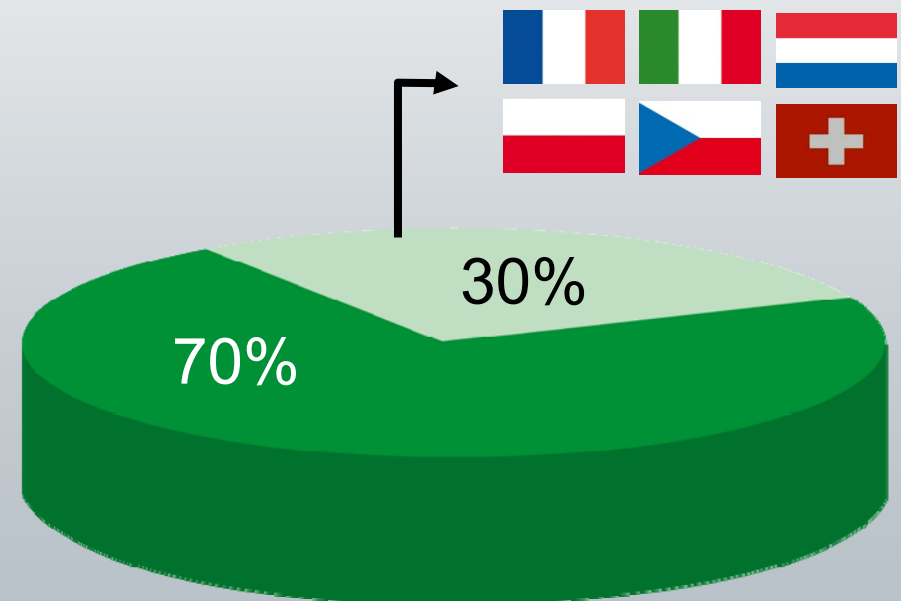
## Industries

- 65% automotive and their suppliers
- 35% white goods, construction, stock-keeping wholesalers, etc.



## Domestic / Export

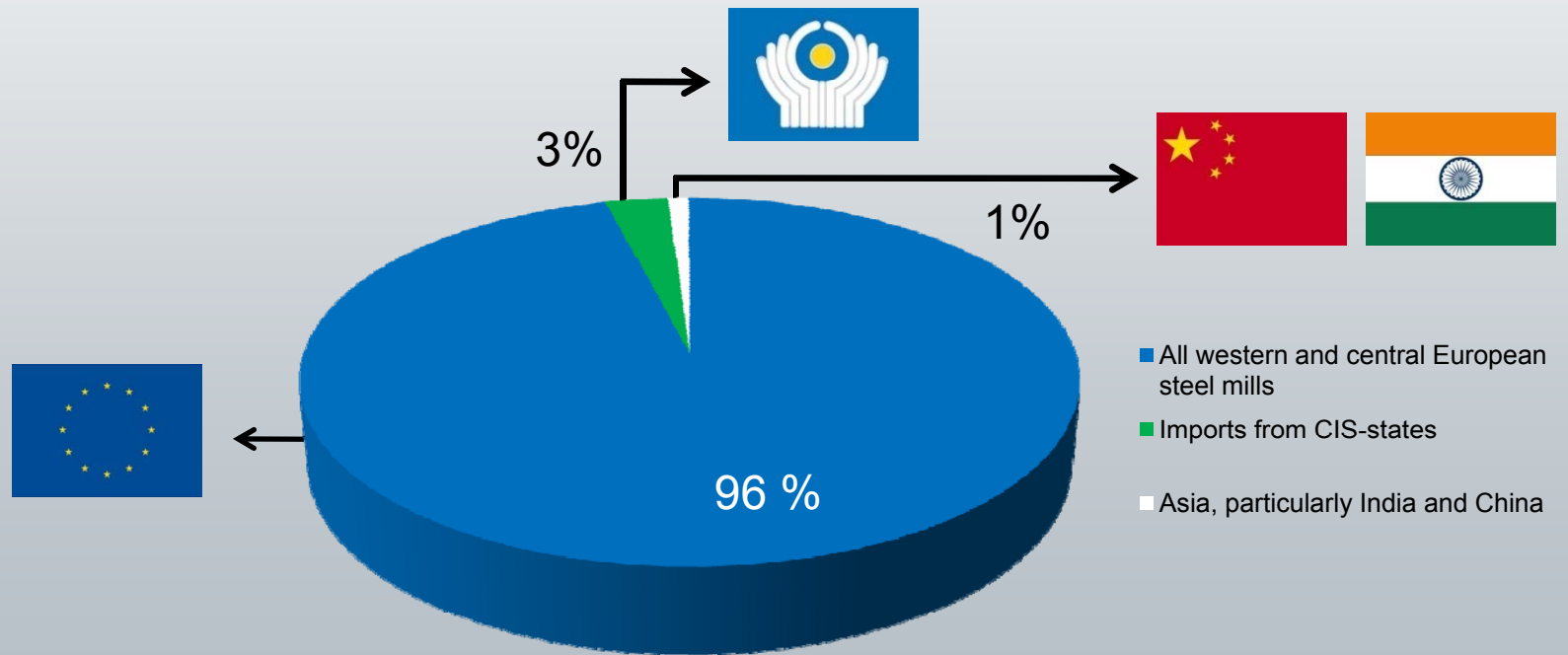
- 70% domestic customers
- 30% international customers





# Our Suppliers

- 96% All western and central European steel mills
- 3% Imports from CIS-states
- 1% Asia, particularly India and China



# Market Share against Competitors (Germany)

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## Estimation

- Thyssen Krupp SSC 11.4%
- Arcelor Mittal SSC 10.7%
- Becker SSC 9.6%
- EMW 6.7%





## Difference to other Steel-Service-Center

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- High stock of primary material (availability more important than price)
- High flexibility in production ensuring the performance of short-term orders (delivery time more important than price) (delivery within 8 hours possible)
- Extremely flat hierarchy enabling immediate decisions within sales processes



# Integration arrangements

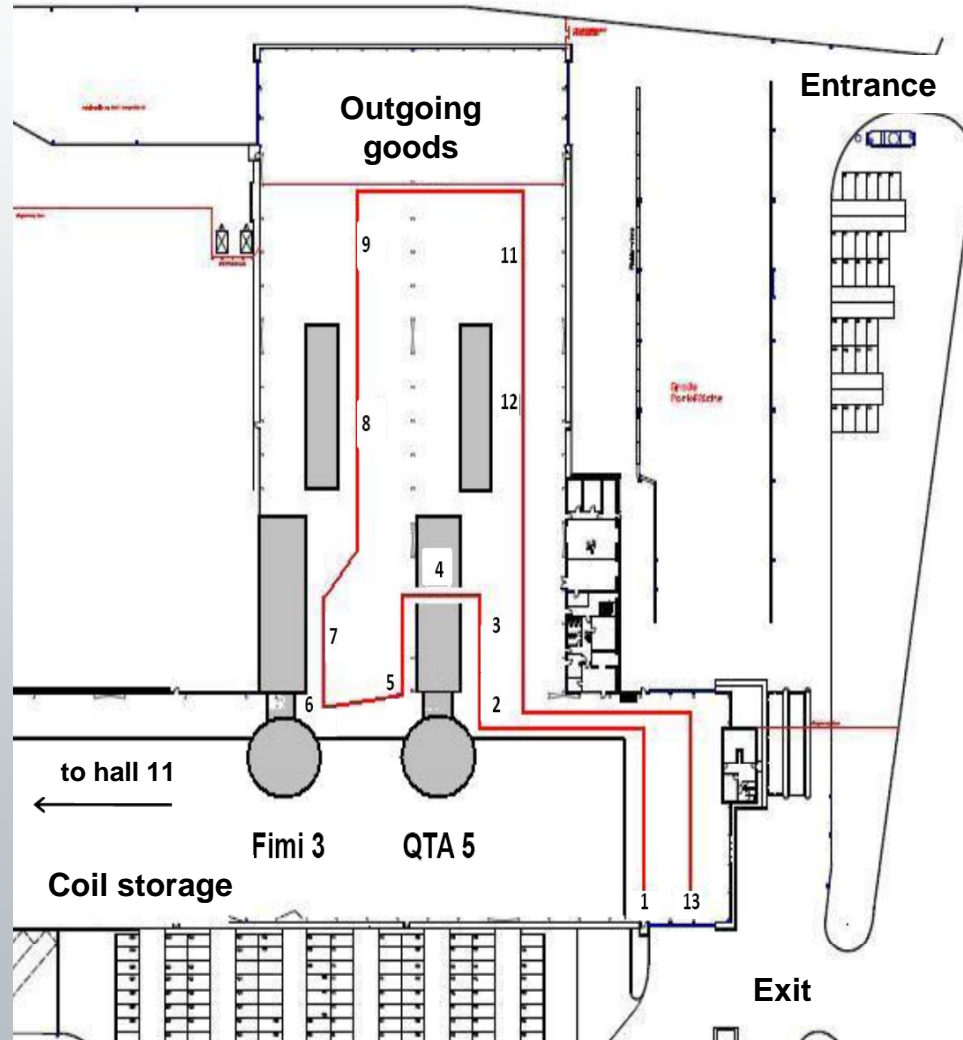
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- Central stock for KSM flat products
- Benefits from flat product specials from BSS
- Co-ordinated market handling between BSS, KSM and KFS
- Common purchase of flat steel products under management by BSS / IPM





# Site visit Plant North



Thank you very much for your attention