

German Corporate Conference

Frankfurt, January 15, 2018

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Disclaimer

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In addition to the key data prepared in accordance with International Financial Reporting Standards, Klöckner & Co SE is presenting non-GAAP key data such as EBITDA, EBIT, Net Working Capital and net financial liabilities that are not a component of the accounting regulations. These key data are to be viewed as supplementary to, but not as a substitute for data prepared in accordance with International Financial Reporting Standards. Non-GAAP key data are not subject to IFRS or any other generally applicable accounting regulations. Other companies may base these concepts upon other definitions.

Valuation statements are unified and are presented as follows:

+/- 0-1% +/- 1-5% constant, stable moderate, slightly

+/- 5-10% tly measurab

measurably, noticeable, substantial

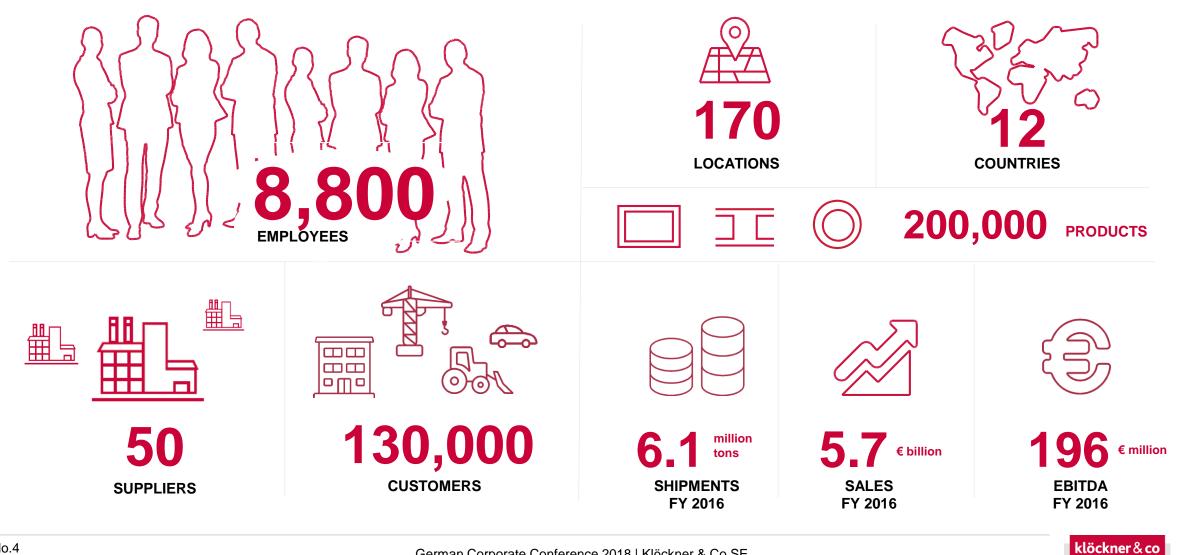
+/- 10-15% > +/- 15% considerably, dynamic, significant sharp, strong

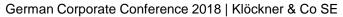
Agenda

1. Overview

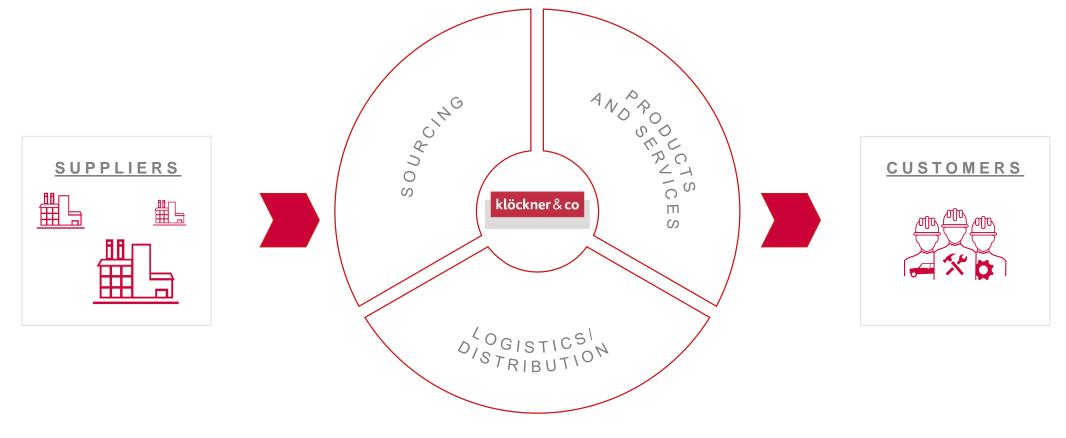
- 2. Update on strategy
- 3. Highlights and financials Q3
- 4. Outlook
- 5. Appendix





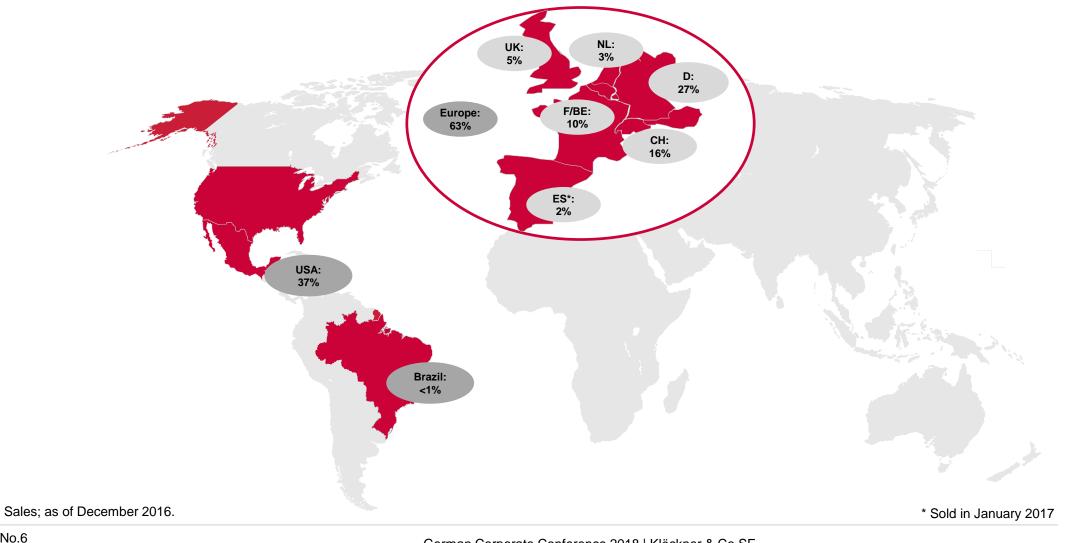


01 | Everything from one source



KLÖCKNER & CO VALUE CHAIN

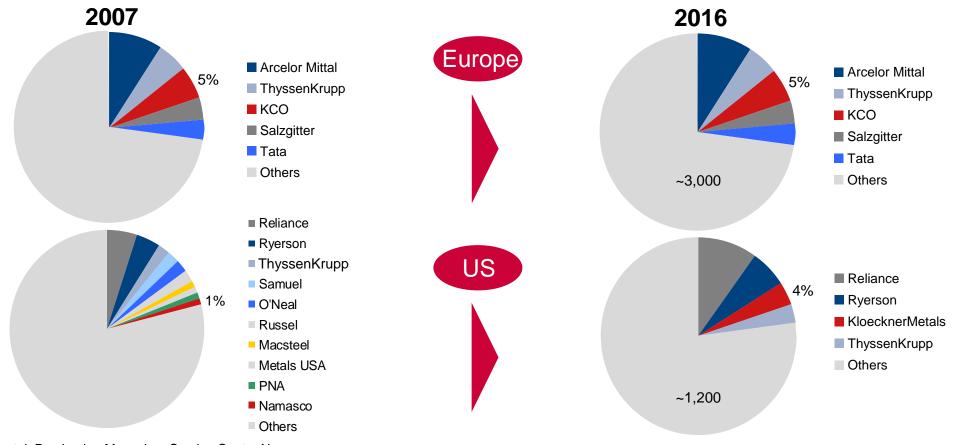
01 | Global reach – local presence



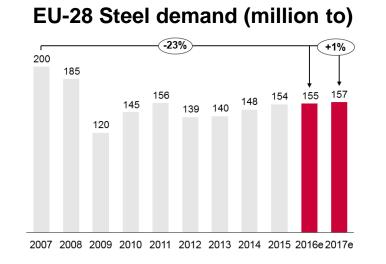
klöckner & co

01 | Market shares of Klöckner & Co

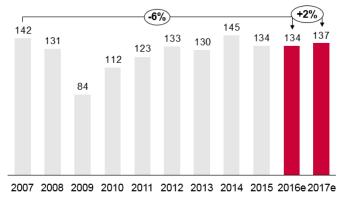
• Position in the US significantly improved whereas market share in Europe remained stable despite heavy restructuring measures



Source: Eurometal, Purchasing Magazine, Service Center News.



NAFTA Steel demand (million to)



Overcapacity of steel by region (2016)



Source: Bank of America Merrill Lynch, own estimates; in million tons.

Source: Worldsteel.

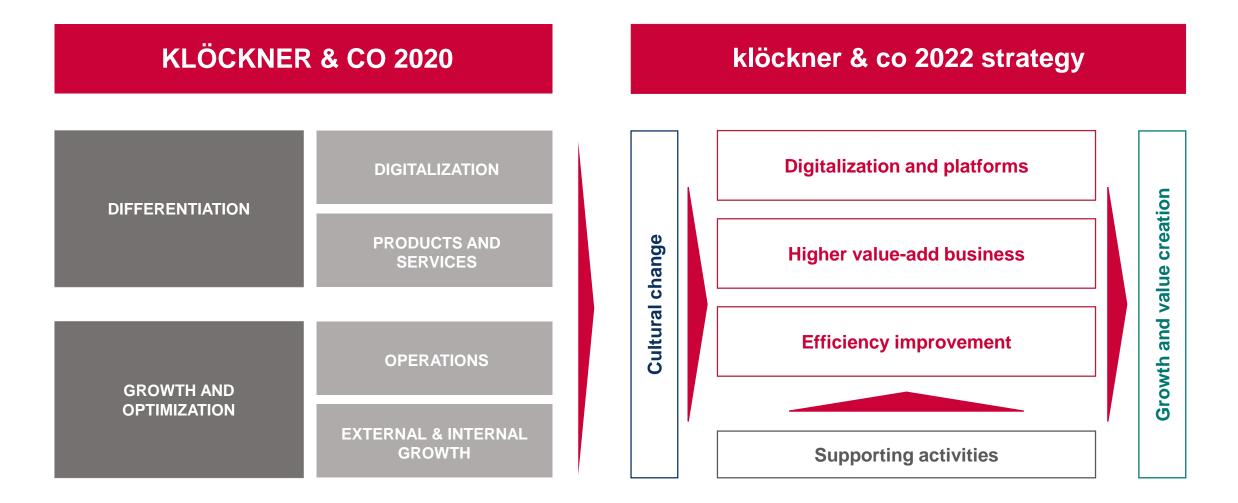


Agenda

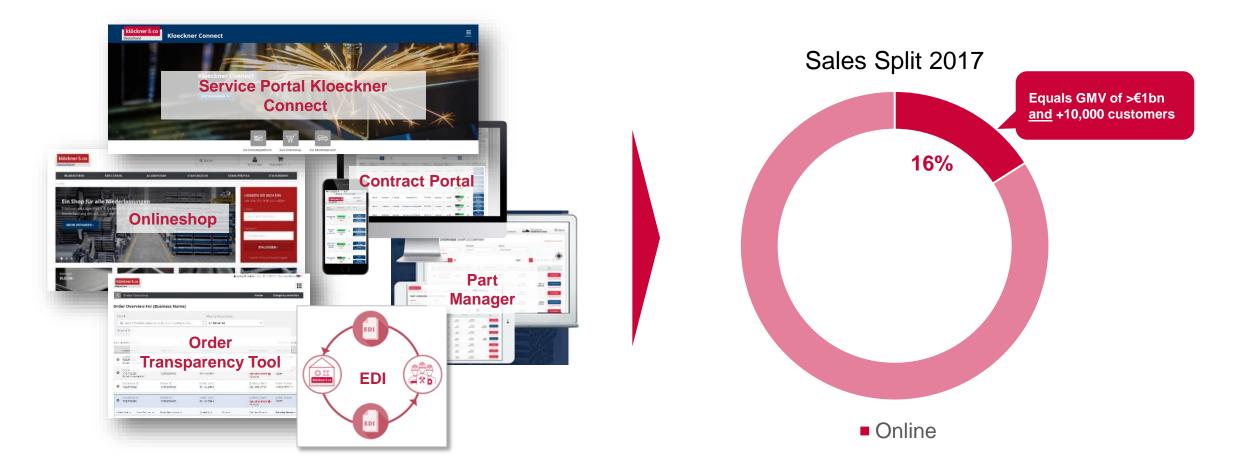
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02 Extension of "Klöckner & Co 2020" to "Klöckner & Co 2022"



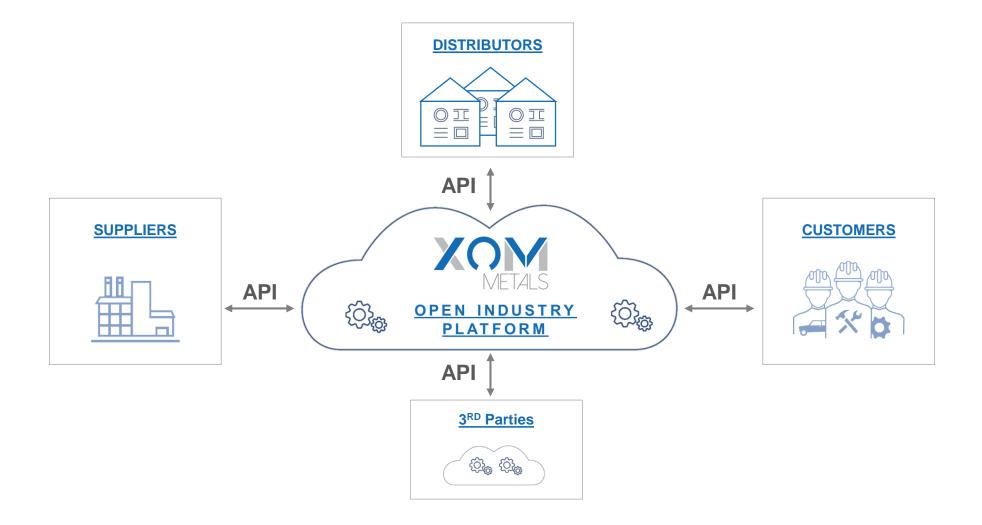
02 Digital channels already contribute to 16% of KCO's total sales annually



KCO online portals have experienced consistent positive monthly growth since its launch in 2016



02 KCO launched as a next step an open industry platform





02 XOM creates value for all market participants





- Efficient and highly automated buying processes
- Easy price comparison
- Higher purchasing flexibility
- Lower transaction and sales costs
- Less stockholding and lower NWC
- No development costs for proprietary online platforms required

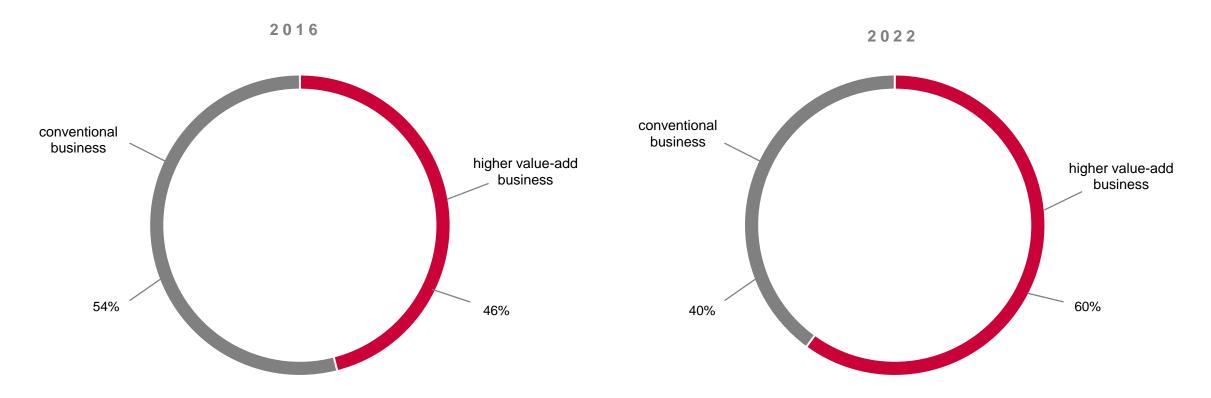


Producers

- Less stockholding and lower NWC
- Improved capacity utilization
- Higher direct sales opportunities

02 | Higher value-added strategy further advanced

- Sales share of higher value-add products and services up from 39% in 2015 to 46% in 2016
- Further increase of higher margin business to a sales share of 60% planned by 2022





02 Efficiency improvement with "One Europe" and "One US"

One Europe

- Additional synergies in procurement
- Improved best practice sharing
- Centrally steered implementation of digitalization and higher value-add strategy

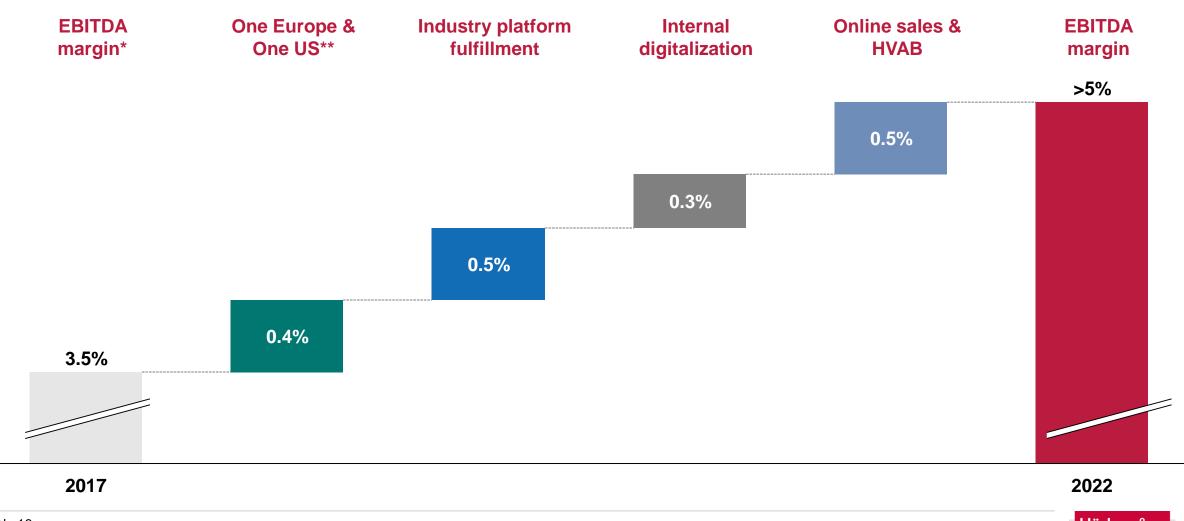
One US

- Enabler for leaner processes, increasing HVA business and faster implementation of digitalization strategy
- Company wide, cost reduction initiatives





Target is to increase the EBITDA margin to >5% until 2022 – facilitated 02 through HVAB, digitalization and XOM



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03 Highlights Q3 2017

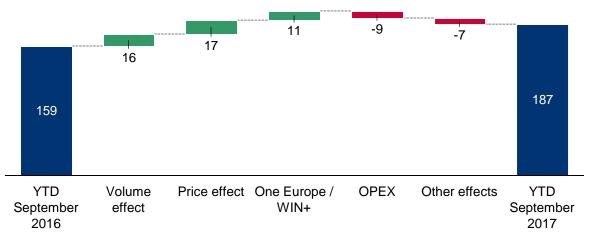
- Shipments adjusted for sale of Spanish activities with 5.2% above prior-year's level (reported 2.5%)
- Sales increased by 9.5% yoy to €1.6bn due to higher price level
- Gross profit down from €329m in Q3 2016 to €310m in Q3 2017 mainly due to price and f/x effects
- Consequently gross profit margin decreased to 19.8% after 23.0% in Q3 2016
- Operating result (EBITDA) for Q3 of €47m slightly above the forecasted guidance range of €35m to €45m and €187m for 9M 2017 after €159m in the prior-year period
- Sales share via digital channels continuously increased from 15% in Q2 2017 to 16% in Q3 2017
- FY targets confirmed; EBITDA increase of more than 10% for the full year over prior-year

03 | Significant increase of EBITDA in 9M 2017



EBITDA impact: Q3 yoy

EBITDA impact: 9M yoy



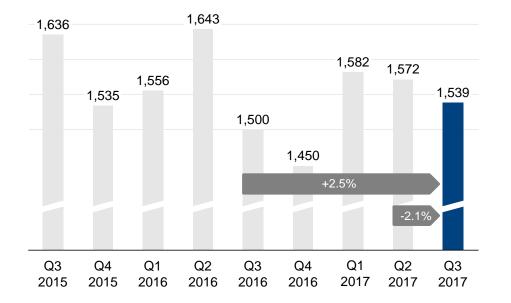
Comments

- Positive volume effect of €14m in Q3 and €16m ytd mainly due to increasing demand in Europe
- Negative price effect of -€20m in Q3 mainly due to margin contraction in Europe. Ytd price effect positive (€17m) since US had an overcompensating effect mainly due to exit of low margin business
- One Europe and KCO WIN+ program with EBITDA contribution of €3m in Q3 and in total €11m ytd
- Q3 other effects contain yoy lower asset disposal gains (-€7m) and a net f/x effect of -€2m; ytd other effects include mainly yoy lower asset disposal gains (-€7m)



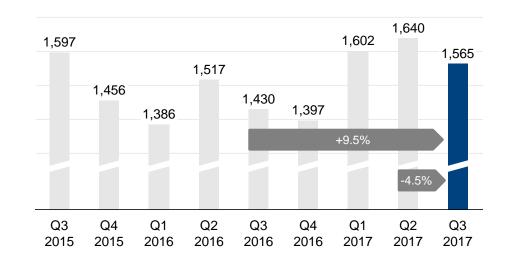
03 | Shipments and sales

Shipments (Tto)



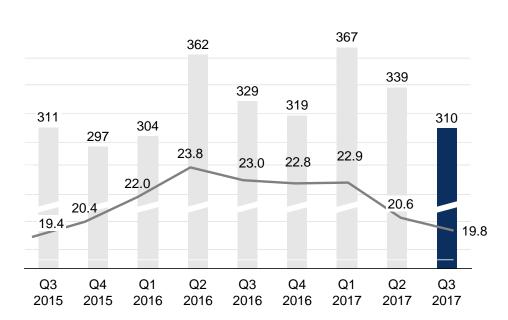
- Shipments increased yoy despite the sale of Spanish activities
- Qoq shipments were slightly down due to seasonal pattern

Sales (€m)



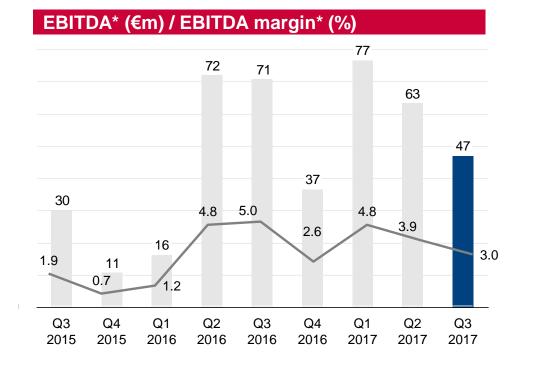
- Sales increased yoy due to higher average sales prices
- Qoq sales declined more pronounced than shipments mainly due to f/x

Gross profit* (€m) / Gross margin* (%)



- Gross profit down yoy mainly due to price and f/x effects
- Margin down to 19.8%, 3.2%p below Q3 2016

* Before restructuring cost.



- EBITDA in Q3 down yoy by €24m of which €12m relate to lower disposal gains
- Qoq EBITDA down by €16m due to seasonal pattern and market effects
- EBITDA margin in Q3 down by 2.0%p yoy to 3.0%

03 | Segment performance Q3 2017



Comments

- One Europe and KCO WIN+ programs contributed €3m to EBITDA improvement
- Other effects includes yoy impact of lower disposal gains for real estate (-€12m)

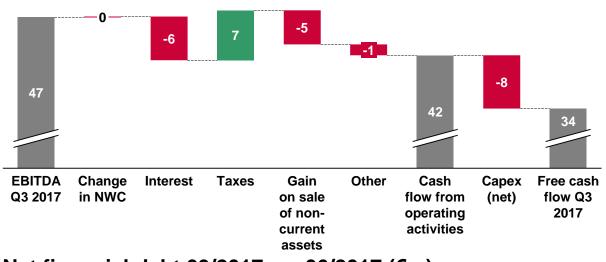
Americas (€m)



- Positive volume effect mainly in USA but overcompensated by a negative price effect
- Other effects: f/x impact (-€2m)

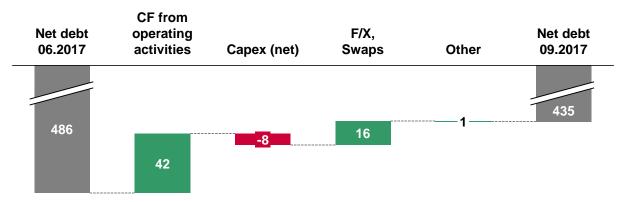


03 Cash flow and net debt development



Cash flow reconciliation Q3 2017 (€m)

Net financial debt 09/2017 vs. 06/2017 (€m)



Comments

- NWC almost flat in Q3 (qoq)
- Gain on sale of non-current assets mainly relates to the disposal of Contorion (~€5m)
- Cash inflows from taxes (€7m) mainly relates to refunds in the US
- "Other" includes changes in other provisions and other operating assets/liabilities
- Free cash flow also positive with €34m

 Net financial debt decreased due to positive free cash flow of €34m and also due to f/x (€10m) and settlement of f/x swaps (€6m) used to hedge intercompany financing in US\$ and GBP

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03 | Maturity profile – well-balanced & diversified funding portfolio

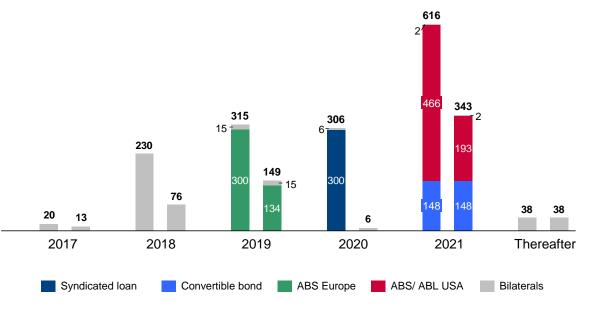
| Facility | Committed (€m) | Drawn amour | nt (€m, IFRS*) |
|------------------------------------|----------------|-------------|----------------|
| Facility | Committed (em) | Q3 2017 | FY 2016 |
| Syndicated loan | 300 | 0 | 0 |
| ABS Europe 300 | | 134 | 115 |
| ABS/ABL USA | 466 | 193 | 218 |
| Convertible 2016 ¹⁾ 148 | | 133 | 131 |
| Bilateral facilities 2) | 311 | 150 | 114 |
| Total debt | 1,525 | 610 | 578 |
| Cash | | 175 | 134 |
| Net debt | | 435 | 444 |

*Including interest accrued, excluding deferred transaction costs.

- 1) Principal €148m, equity component €18m at issuance (September 8, 2016).
- 2) Including finance lease.
- Net debt/ Equity attributable to shareholders of Klöckner & Co SE less goodwill from business combinations subsequent to May 23, 2013.

| €m | Q3 2017 | |
|-----------------------|---------|--|
| Adjusted equity | 1,160 | |
| Net debt | 435 | |
| Gearing ³⁾ | 37% | |

Maturity profile of committed facilities & drawn amounts (€m)



Left side: committed facilities Right side: utilization (nominal amounts)



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Higher sales anticipated due to on average higher price level

EBITDA up by at least 10% compared to last year (€196m)



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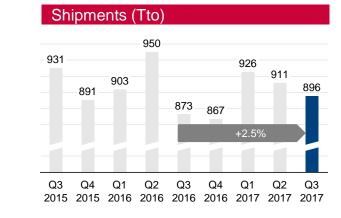


05 | Quarterly and FY results

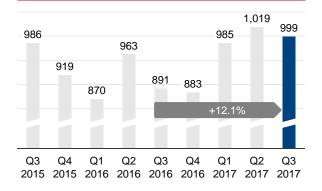
| (€m) | Q3 2017 | Q2 2017 | Q1 2017 | Q4 2016 | Q3 2016 | Q2 2016 | Q1 2016 | Q4 2015 | Q3 2015 | Q2 2015 | Q1 2015 | Q4 2014* | Q3 2014* | FY 2016 | FY 2015 | FY 2014 | FY 2013 |
|---------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------|-------------|------------|------------|------------|------------|
| Shipments (Tto) | 1,539 | 1,572 | 1,582 | 1,450 | 1,500 | 1,643 | 1,556 | 1,535 | 1,636 | 1,645 | 1,661 | 1,555 | 1,690 | 6,149 | 6,476 | 6,598 | 6,445 |
| Sales | 1,565 | 1,640 | 1,602 | 1,397 | 1,430 | 1,517 | 1,386 | 1,456 | 1,597 | 1,693 | 1,697 | 1,577 | 1,675 | 5,730 | 6,444 | 6,504 | 6,378 |
| Gross profit | 310 | 339 | 367 | 319 | 329 | 362 | 304 | 297 | 311 | 320 | 310 | 309 | 325 | 1,315 | 1,237 | 1,261 | 1,188 |
| % margin | 19.8 | 20.6 | 22.9 | 22.8 | 23.0 | 23.8 | 22.0 | 20.4 | 19.4 | 18.9 | 18.2 | 19.6 | 19.4 | 22.9 | 19.2 | 19.4 | 18.6 |
| EBITDA rep. | 47 | 63 | 77 | 37 | 71 | 72 | 16 | 2 | 28 | -17 | 10 | 33 | 61 | 196 | 24 | 191 | 124 |
| % margin | 3.0 | 3.9 | 4.8 | 2.6 | 5.0 | 4.8 | 1.2 | 0.2 | 1.8 | -1.0 | 0.6 | 2.1 | 3.6 | 3.4 | 0.4 | 2.9 | 2.0 |
| EBIT | 25 | 41 | 54 | -4 | 48 | 49 | -8 | -297 | 5 | -44 | -15 | 8 | 38 | 85 | -350 | 98 | -6 |
| Financial result | -8 | -8 | -8 | -10 | -8 | -7 | -8 | -12 | -12 | -13 | -12 | -13 | -14 | -33 | -49 | -59 | -73 |
| Income before taxes | 17 | 33 | 46 | -14 | 40 | 42 | -16 | -309 | -7 | -56 | -27 | -4 | 24 | 52 | -399 | 39 | -79 |
| Income taxes | -4 | -9 | -10 | 2 | -9 | -9 | 2 | 45 | -2 | 1 | 6 | 1 | -8 | -14 | 50 | -17 | -12 |
| Net income | 13 | 24 | 36 | -12 | 31 | 33 | -14 | -263 | -9 | -55 | -22 | -4 | 16 | 38 | -349 | 22 | -90 |
| Minority interests | 1 | 1 | 0 | 0 | 0 | 1 | 0 | -1 | 0 | -1 | 0 | -1 | 0 | 1 | -2 | 0 | -6 |
| Net income KlöCo | 12 | 23 | 36 | -12 | 31 | 32 | -14 | -263 | -9 | -54 | -21 | -4 | 16 | 37 | -347 | 22 | -85 |
| EPS basic (€) | 0.12 | 0.23 | 0.36 | -0.13 | 0.31 | 0.32 | -0.14 | -2.63 | -0.09 | -0.54 | -0.22 | -0.04 | 0.16 | 0.37 | -3.48 | 0.22 | -0.85 |
| EPS diluted (€) | 0.12 | 0.22 | 0.34 | -0.13 | 0.31 | 0.32 | -0.14 | -2.63 | -0.09 | -0.54 | -0.22 | -0.04 | 0.16 | 0.37 | -3.48 | 0.22 | -0.85 |

* Restated due to initial application of IFRIC 21.

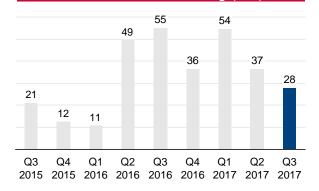
05 | Segment performance



Sales (€m)



EBITDA before restructuring (€m)



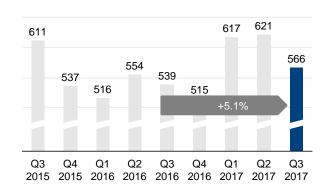
Americas

Europe

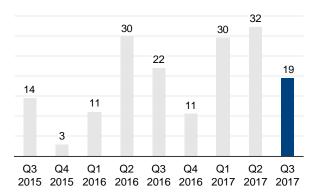
Shipments (Tto) 705 693 660 657 652 644 643 627 583 Q4 Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q3

2015 2015 2016 2016 2016 2016 2017 2017 2017

Sales (€m)



EBITDA before restructuring (€m)



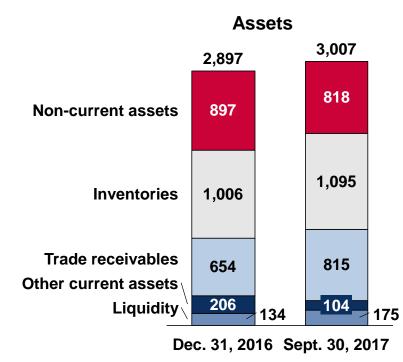
| Restructuring costs (€m)* | Q3 2015 | Q4 2015 | |
|---------------------------|---------|---------|---|
| Europe | 2 | 2 | |
| Americas | | 2 | _ |

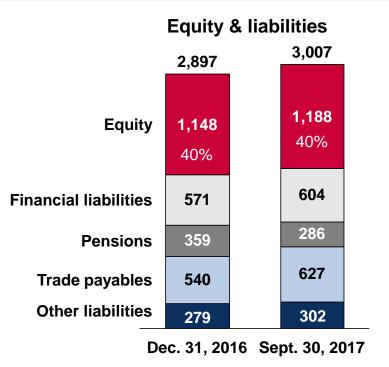
* €4m are reported in HQ in Q4 2015.

No.29



05 | Strong balance sheet





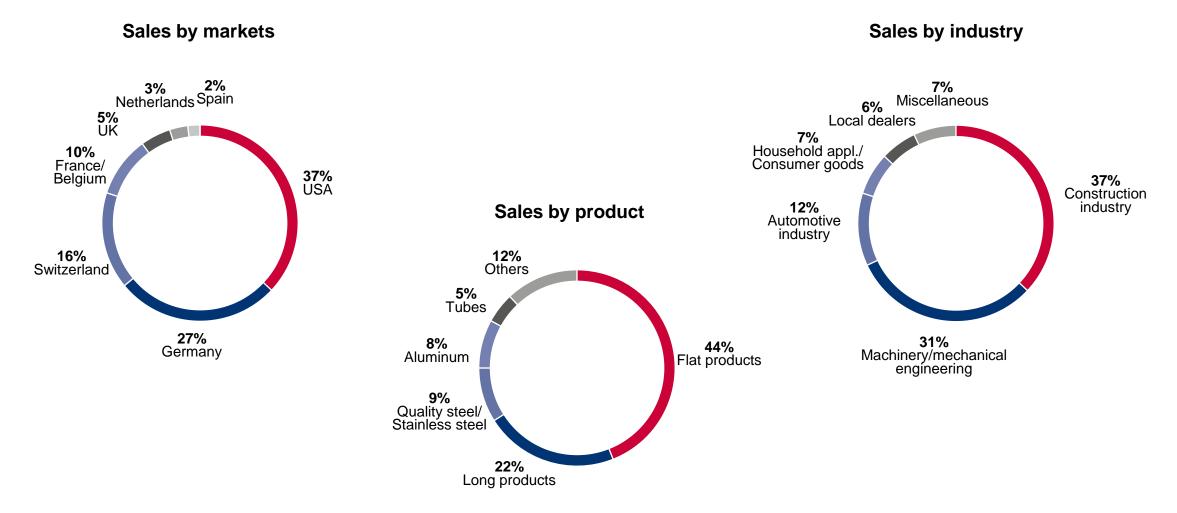
Comments

- Equity ratio further healthy at 40%
- Net debt of €435m
- Gearing* at 37%
- NWC increased from €1,120m to €1,282m

* Gearing = Net debt/Equity attributable to shareholders of Klöckner & Co SE less goodwill from business combinations subsequent to May 23, 2013.



05 | Sales by markets, products and industries



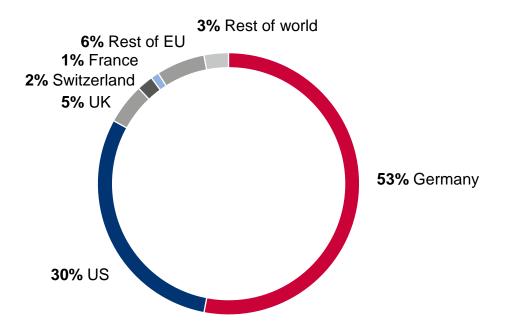
As of December 31, 2016.



05 | Current shareholder structure

Geographical breakdown of identified

institutional investors



Comments

- Identified institutional investors account for 71%
- · German investors incl. retail dominate
- Top 10 shareholdings represent around 52%
- Retail shareholders represent 22%<

As of July 2017.



Voting Rights Announcements according to WpHG (Security Trading Act)*

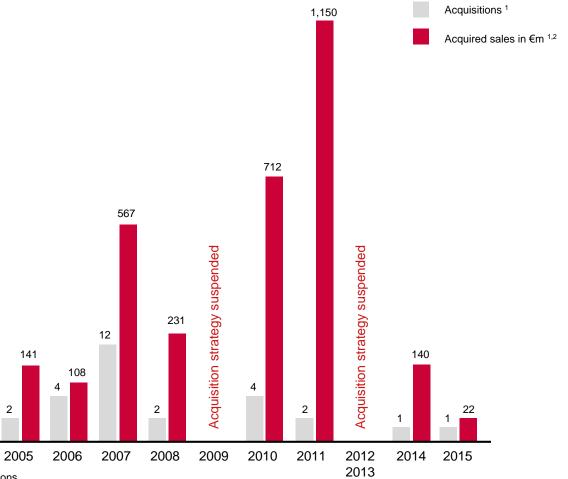
| Date of publication | Subject to compulsory notification | Portion of voting stock |
|-------------------------------------|---|-------------------------|
| 22/08/2017 | Federated Global Investment Management Corp. | 3.01 % |
| 09/02/2016 | Swoctem GmbH / Friedhelm Loh | 25.25% |
| 04/03/2015 | Franklin Mutual Series Funds | 3.07% |
| 18/03/2014 Franklin Mutual Advisors | | 5.35% |
| 02/02/2012 | Dimensional Holdings Inc. / Dimensional Fund Advisors LP | 3.06% |

*) The table lists all shareholders, whose Klöckner & Co SE voting shares exceed one of the notification thresholds under section 21 clause 1 WpHG, based on notification as of Nov. 23, 2017.

Strong Growth: 26 acquisitions since the IPO 05

| Country | Acquired ¹⁾ | Company | Sales (FY) ²⁾ |
|---------|--|----------------------|--------------------------|
| | 2015 | 1 acquisition | €22m |
| USA | Oct. 2015 | American Fabricators | €22m |
| | 2014 | 1 acquisition | €140m |
| СН | 2 nd quarter 2014 ³⁾ | Riedo | €140m |
| | 2011 | 2 acquisitions | €1,150m |
| Brazil | May 2011 | Frefer | €150m |
| USA | April 2011 | Macsteel | €1bn |
| | 2010 | 4 acquisitions | €712m |
| USA | Dec 2010 | Lake Steel | €50m |
| USA | Sep 2010 | Angeles Welding | €30m |
| GER | Mar 2010 | Becker Stahl-Service | €600m |
| СН | Jan 2010 | Bläsi | €32m |
| | 2008 | 2 acquisitions | €231m |
| US | Mar 2008 | Temtco | €226m |
| UK | Jan 2008 | Multitubes | €5m |
| | 2007 | 12 acquisitions | €567m |
| | 2006 | 4 acquisitions | €108m |
| | | | |

¹ Date of announcement ² Sales in the year prior to acquisitions ³ The transaction is still subject to normal closing conditions but has already been approved, with a different transaction structure, by the Swiss Competition Commission.



2

05 Overview of the main digital portals and tools

Kloeckner Connect

Kloeckner Connect is a portal combining all services we provide. Find all the digital solutions at first glance.

Contract Portal/ Part Manager

It supplies information on all current and historical contracts and allows materials to be called-off.

Onlineshop/Marketplace

Onlineshop makes ordering steel more comfortable than ever – no matter where or when.

Kloeckner Direct

US customers are granted transparency in terms of stock availability at specific branches. Currently updated to a comprehensive onlineshop.

Order Transparency Tool

This tool grants access to all information concerning the current and historical orders.

Benefits for the customer:

- Portal which connects all relevant information on our digital products and services
- It informs about online tools, interfaces and intl. networks

Benefits for the customer:

- All Klöckner contracts at a glance
- View individual material stock
- Look into future and historical material call-offs

Benefits for the customer:

- Abandon time and place bound ordering
- Instant quotes; easy order, reorder, bulk order
- Lower transaction costs/ lower stock

Benefits for the customer:

- Direct view into the branches stock and availability
- Quote generation easy and convenient online, saves time
- Create and send a request for a quote

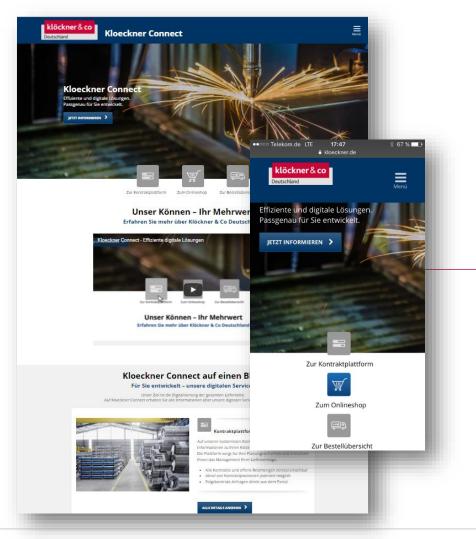
Benefits for the customer:

- Complete overview of all open and closed orders
- Check the status of future deliveries
- Intuitive and user friendly interface

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E

Service portal Kloeckner Connect as central access point for 05 customers to Onlineshop, Contract Portal and various digital tools



Key facts

- Responsive design for mobile and smartphone access
- Starting point for the digital journey of KCO's customers
- Important source for KCO's SEO*-ranking
 - SEO is a specific discipline focused on the optimizations needed on content that is relevant to users and ultimately attracts the right customers to the business
 - Rankings in SEO refers to a website's position in the search engine results page influenced by various ranking factors
 - Important role for overall digital marketing
 - * Search engine optimization

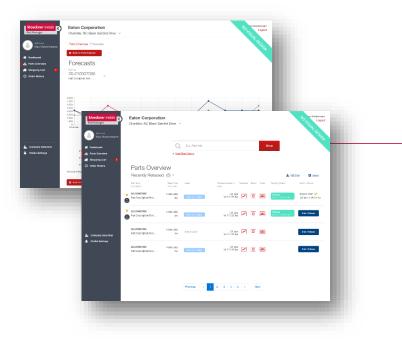
European Contract Portal for customers with time, volume and product 05 contracts



Key facts

- Clearly structured overview of prices, volumes and maturity dates
- Order-Release 24/7 by mouse click via PC or tablet
- Option to contact KCO sales agent for new contract negotiations
- Fully integrated into service portal Kloeckner Connect
- OCI interface to ERP systems of customers
- Integrated into third party platform Axoom (Trumpf)

The Part Manager has become an important sales channel for flat rolled 05 products in the US



Key facts

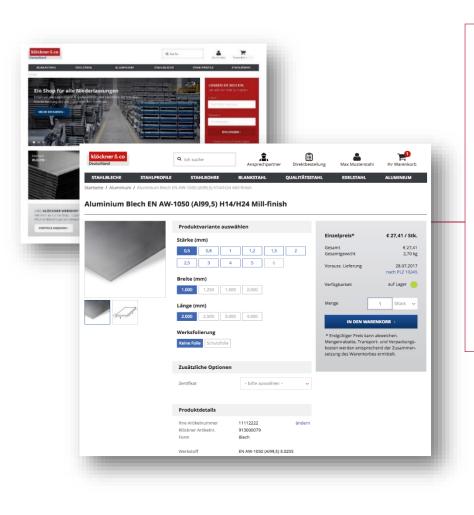
- Clearly structured overview of prices, volumes and maturity
- Real-time availability of parts and pending orders
- Placement of orders directly from the shop floor via tablet
- Forecasted and historical consumption
- Online release of consigned goods
- Currently redesign for better customer experience

Whirpool customer quote:

"Parts Manager has been a great tool for us here at the Whirlpool Tulsa plant. It has allowed my team to place daily steel orders more accurately and efficiently, which has opened up more time for us to move our business forward and make improvements that are critical to our success."

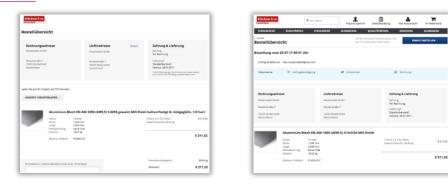


05 Onlineshop further advanced

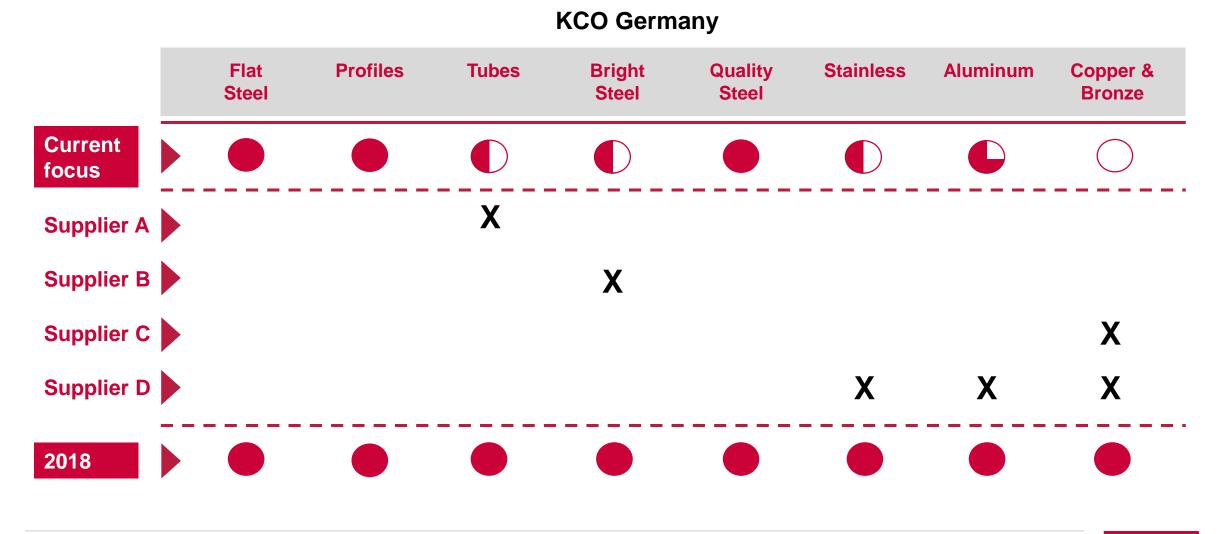


Key facts

- Live in Germany, Austria, the Netherlands, United Kingdom
- Further rollouts in France this year and in Belgium in 2018
- Offers full price and delivery time transparency
- Integration into ERP systems of customers via OCI interface
- Open for 3rd party sellers / distributors with complementary products shortly
- Possibility of payment via credit card shortly
- Third party interface via webservice API
- Fully integrated into service portal Kloeckner Connect

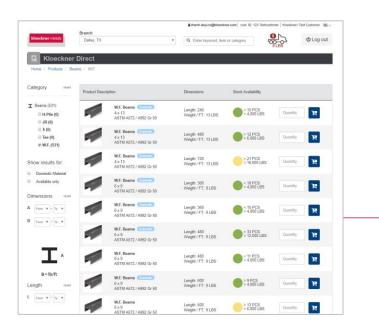


Offering the full range of steel and metals through Onlineshop 05 marketplace feature without inventory build-up



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Kloeckner Direct will be expanded to a comprehensive Onlineshop for the US



Key facts

- Online product catalog of KCO in the US
- Focus on spot market
- Better overview of stock availabilities within a region
- Automating quote and order process
- Rolling out to >130 customers in the first stage in May 2017
- Continuous development to a comprehensive Onlineshop fully inhouse in 2018
- Total investment until June 2017 €0,7m



The Order Transparency Tool helps KCO's customers to manage their 05 orders and track deliveries from one single interface

| klöckner Deutschland | | stellübersicht | | | Kontakt Ei | ngeloggt als Dem Kunden | o Account Nr.: 10000 | lbmelden |
|---|---|---|------------------|---------------------------|------------------------------------|-----------------------------------|---|--|
| ESTELL | ÜBERSICHT I | -ÜR DEMO COM | IPANY 1 | | | | | |
| uche 📵 Suchbegriff e uche und Sortier | ingeben ung zurücksetzen | Lieferstatus Alle Lieferungen | | × | | | Herr Norman.Rottluff@l | isprechpartner orman Rottluf kloeckner.com 493752700286 |
| tzte Aktualisierung Ihre Bestellnumm | | Klöckner Auftragsne | mmer 77 | Auftragodatum 🕾 | Vorr. Lieferter | min 🛡 | <u>Daten werd</u> Lieferstatus ♡ | ien aktualisiert 🕻 |
| B17/000186 / F | rau Petzold | 1014180211 | | 20.07.2017 | 19.09.2017 s. Positionen | | Teilgeliefert | + |
| B17/000205 | | 1014260391 | | 08.08.2017 | 11.08.2017 | 0 | In Bearbeitung | + 🗈 |
| B17/000182 | | 1014191826 | | 24.07.2017 | 10.08.2017 | 0 | In Bearbeitung | |
| PosNr. ♥ | Ihre Material-Nr. ♥ 162.1 | Material Rurstext ♥ Nr_162-1 | Menge™ 4 Stck | Preis*⊽ € 13,46 / Stck | Vorr. Liefertermin ♥ 10.08.2017 | Ueferstatus ⊽ In Bearbeitung | | |
| 20 | FÜHRUNGSBLECH 162.2 FÜHRUNGSBLECH | 0 Nr_162.2 0 | 4 Stck | € 10,46 / Stck | 10.0B.2017 | In Bearbeitung | T Onlinesho Werkszeu T Onlinesho | gnis |
| 30 | 156 | Distanzrippe_156 0 | 180 Stck | € 5,01 / Stck | 10.0B.2017 | In Bearbeitung | 🖹 Werkszeu 🏋 Onlinesho | gnis |
| 40 | 157 | Distanzrippe_157 0 | 4 Stck | € 5,46 / Stck | 10.0B.2017 | In Bearbeitung | 😭 Werkszeu 🐂 Onlinesho | op |
| 50 | 160 | Distanzrippe_160 0 Distanzrippe_160,1 | 80 Stck | € 5,01 / Stck | 10.08.2017 | In Bearbeitung | 🖹 Werkszeu 🐂 Onlinesho 🖹 Werkszeu | op |
| 60 Dokumente | 160.1 | 0 | 80 Stck | € 5,21 / Stck | 10.08.2017 | In Bearbeitung | Te Onlinesho | |
| tel. Fr. Petzold | | 1014268437 | | 10.08.2017 | 11.08.2017 | | Alles geliefert | + |
| B17/000201 / F | irau Petzold | 1014253632 | | 07.08.2017 | 10.08.2017 s. Positionen | | Alles geliefert | + 🗈 |
| B17/000199 P1 | 70405 17Mo1834 | 1014232455 | | 01.08.2017 | 04.08.2017 | | Alles geliefert | + |
| # B17/000186, | Fr. Petzold | 1014180084 | | 20.07.2017 | 27.07.2017 s. Positionen | | Alles geliefert | + |
| Rohfilter - Rein | igungsbehälter | 1014157093 | | 17.07.2017 | 21.07.2017 s. Positionen | | Alles geliefert | + 🗈 |
| B17/000147 | | 1014013311 | | 19.06.2017 | 18.07.2017 | | Alles geliefert | + |
| B17/000157 | | 1014073312 | | 29.06.2017 | 07.07.2017 | | Alles geliefert | + |

Key facts

- Easy overview of orders for all customers
- Tracking of order status and deliveries
- Easy access to invoices and mill certificates
- Integration into Onlineshop under development
- Already close to 4.000 active users

••••

OCI/ EDI

This interface allows a direct connection between an ERP and the Klöckner Onlineshop.

Benefits for the customer:

- ✓ Klöckner plugin for the SAGE 100 ERP System
- Enables ERP to ERP communication
- Lowers transaction costs significantly



Application programming interface (API)

Klöckner API is a REST interface which allows to easily connect with third party systems.

Benefits for the customer:

- Klöckner products can be delivered in third party systems
- Quotes and orders possible via REST API
- Developer community to build business models around the API

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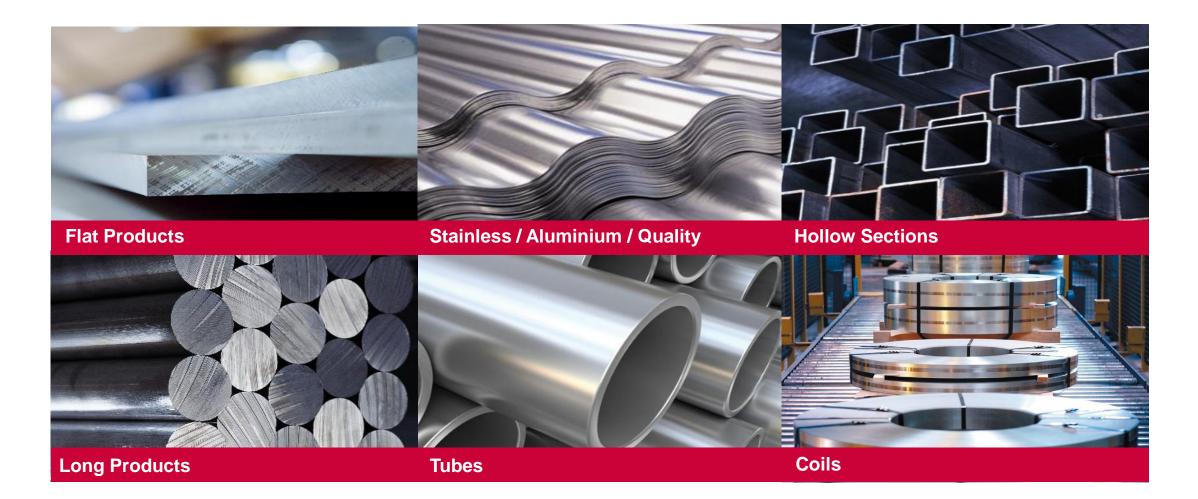
Sage 100

This solution allows a direct connection to Klöckner ordering system and coordinates business processes.

Benefits for the customer:

- More transparency and an automatic exchange of information
- Efficient processes which increase your competitive edge
- Transparent insights into current purchasing conditions







Contact details

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- Internet: www.kloeckner.com

Financial calendar

| February 28, 2018 | Annual financial statements 2017 |
|-------------------|----------------------------------|
| April 25, 2018 | Q1 interim statement 2018 |
| May 16, 2018 | Annual General Meeting |
| July 24, 2018 | Q2 interim report 2018 |
| October 24, 2018 | Q3 interim statement 2018 |



